

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.



Entered at the Post Office at Chicago, Ill., for transmission through the mails at second-class rates.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXVI.

CHICAGO, ILLINOIS, JULY 15, 1907.

No. 1. { ONE DOLLAR PER ANNUM,
SINGLE COPY, TEN CENTS.

Our New Steel Shop

THE BEST IN THE WEST

Is Ready for Business

Spouts, Hoppers, Boots, Steel Elevator Legs,
Conveyor Boxes, Loading Spouts, Buckets,
Tanks, Etc.

If you want anything made of
STEEL

Send us your specifications. Our machine shop
facilities have also been greatly increased.

Stephens-Adamson Mfg. Co.

Main Office and Works, AURORA, ILL.

NEW YORK Office, 41 Wall St. CHICAGO Office, First National Bank Bldg.



Specially
Constructed

ELEVATOR BELTING

THE BEST MADE
ALSO

The Cheapest
Get Our Prices

THE GUTTA PERCHA
AND
RUBBER MFG. CO.

214-226 Randolph St.
CHICAGO



Complete Grain Elevator Equipments

We will completely equip your new elevator, or furnish machinery for repairing your old one. We manufacture everything in the machinery line for grain elevators in our own factory, thus assuring customers of first-class material and workmanship. Our new general catalog No. 7, containing a great deal of valuable information for the grain elevator operator, is now ready for distribution and will be sent upon request.

YOUR INQUIRIES ARE SOLICITED

SKILLIN & RICHARDS MFG. CO., CHICAGO

FOR THAT

Complete Elevator Equipment

WRITE

K. C. MFG. SUPPLY CO.

427-431 W. Fifth St., Kansas City, Mo.

We also carry Automatic Scales, Gasoline
Engines, Steam Engines and Boilers.

Send for Catalogue

ALFALFA

The Williams Pat. Alfalfa Hay

CUTTER and GRINDER

WE BUILD COMPLETE PLANTS—Built 15 Plants Since 1905

Write For Bulletin No. 6

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

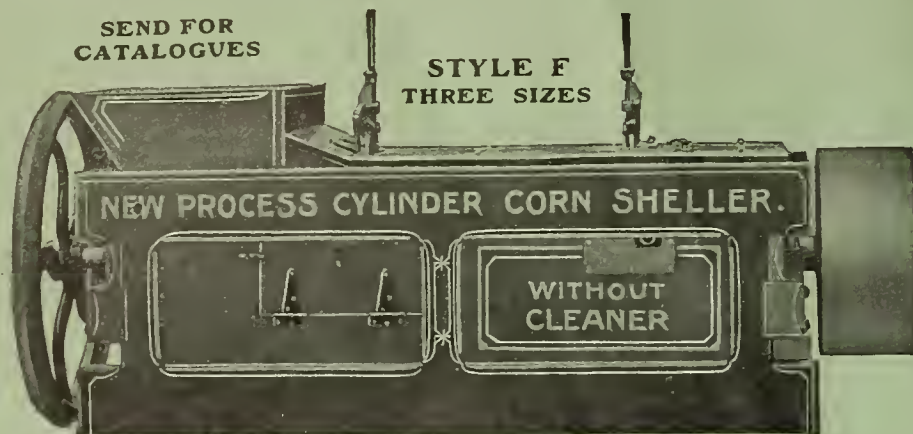
Old Colony Bldg.
Chicago

2705 N. Broadway
St. Louis

New Process Corn Shellers and Cleaners

SEND FOR
CATALOGUES

STYLE F
THREE SIZES



NEW PROCESS CYLINDER CORN SHELLER.

WITHOUT
CLEANER

are standard the world over.

OUR WAREHOUSE STYLES for Grain Elevators or Mills are made in three sizes, either with or without cleaning apparatus, and in styles for handling either shucked or unshucked corn.

They require less space and power according to capacity, crack less corn, break cobs less, waste less corn, clean the corn more perfectly, clean the cobs in more merchantable condition for fuel than any other shellers in the world.

Machinery and Supplies
of every kind for the grain man

BLOMGRAN BROS. & CO.

This Style at foot of elevator is used in connection with cleaner at head of elevator.

MARSEILLES MANUFACTURING CO., Marseilles, Ill.



THE HUMPHREY EMPLOYEE'S ELEVATOR

For eighteen years it has been the standard elevator for grain elevators and mills. The simplest and most reliable lift for grain elevators that can be devised.

Let me send you catalogue and quote prices.

S. K. HUMPHREY
640 Exchange Bldg.
BOSTON, MASS.

Your want can be supplied through the Classified Ad Department of this paper. Rates on application.

Howe Engines

Get the Best

Power that is reliable and specially suited to mill and elevator men's needs. The engines famous for **easy starting**, perfect operation and uniform high grade construction.

Howe Standard Scales

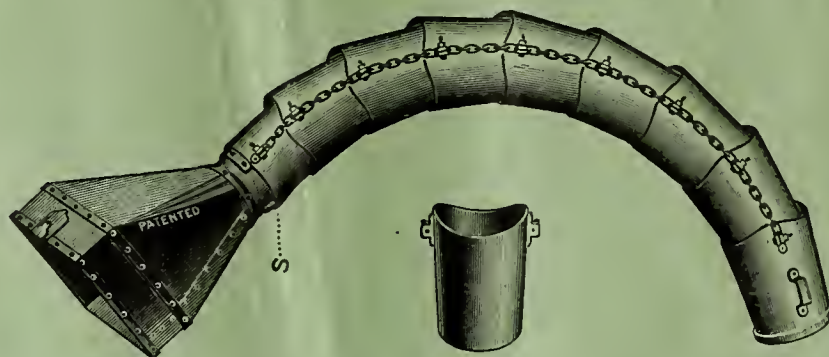
of the protected BALL BEARING kind that weigh correctly and wear everlastingly. Used all over the world. All kinds and sizes. Also Trucks, Grain Scoops and Testers, Letter and Way Bill Presses, etc.

Catalog free.

HOWE SCALE CO.
OF ILLINOIS,
61 Lake St. CHICAGO

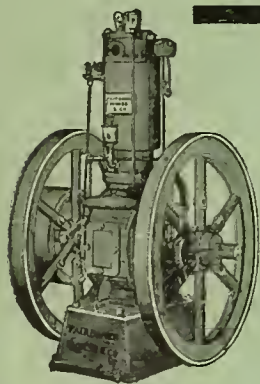


Secure the Latest and Most Practical Flexible Spout FOR YOUR ELEVATOR



The above cut represents the Gerber Patent Flexible Chain Telescope Car Loading Spout, the only Spout where a joint can be removed when worn out and another put in its place easily without disturbing either end. Extra joints can be secured for repairs at a minimum cost. Swivel joint at S.

J. J. GERBER, Minneapolis, Minn.



Fairbanks-Morse GAS, GASOLINE, KEROSENE OR ALCOHOL ENGINES

The cheapest and most reliable power for elevator or mill. By using them one man can often run the whole elevator. Ask for catalog No. EV 544.

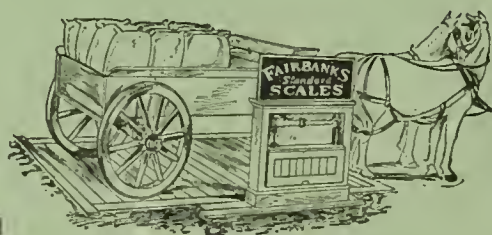
Fairbanks Scales

Have been steadily improved for 75 years and represent the highest product of the scale builder's art. Ask for catalog No. 544 SC.

Fairbanks, Morse & Co.

Franklin and Monroe Streets
CHICAGO, ILLINOIS

AUTOMATIC SCALES
TRACK SCALES
WAGON SCALES
HOPPER SCALES
PLATFORM SCALES
COUNTER SCALES



SCIENTIFIC

ATTRITION MILLS

GRIND FOR
PROFIT

Exclusive Features
Interchangeable Bearings
Duplex Ball Bearings
Quick Release Springs
3-Pulley Drive Attachment
New Open Belt Reverse Drive
Avoids Cross Belts
Many Other Scientific Features that Please and Satisfy

We'll be
Glad to Send
You Any of
Our Mills on
Trial.



A Live Member of That Vigorous "Best on Earth" Family

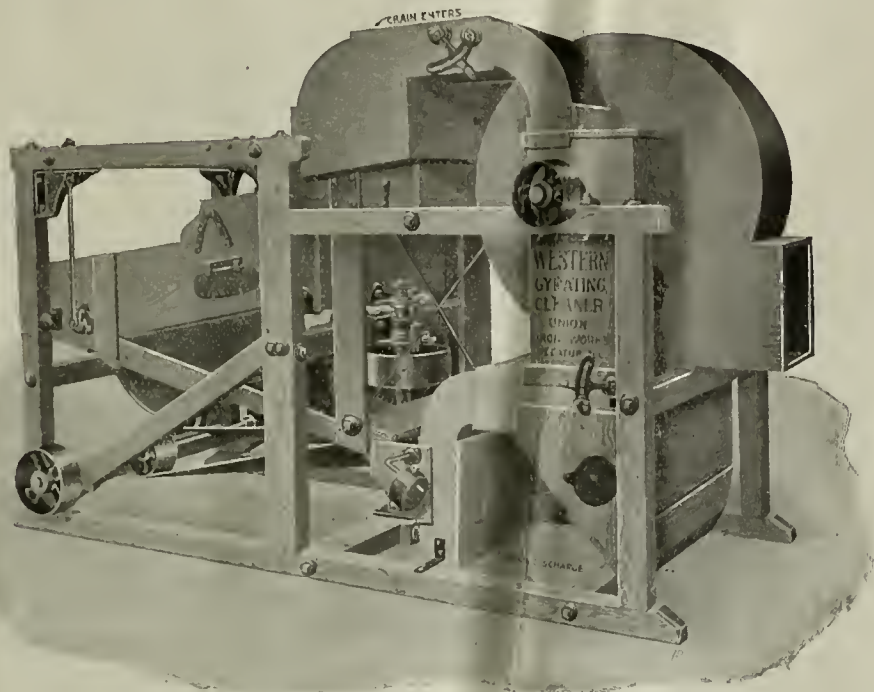
Grinds Ear Corn, Chop Feed, Bran, Offal and all
Small Grains, Cracks Corn.

Fast, Fine Grinding

SEND FOR CATALOGUES

THE FOOS MFG. CO.
SPRINGFIELD, OHIO.

The "Western" Gyrating Cleaner



DO You Expect to Remodel Your Elevator?
You Intend Putting in a New Cleaner?

We ask these questions, first, because we are in the business of furnishing machinery for just such plants as yours. Second, because we have just put on the market our New Gyrating Cleaner, which is the acme of perfection in cleaning machines.

Do you want to realize the very top market price for your grain? Then put in a cleaner that will take out all dust, dirt, small pieces of cob, etc., and save all the grain and put it on the market in first-class condition. You will accomplish this result by trying a Gyrating Cleaner.

We also manufacture the "Western" Corn Sheller, "Western" Rolling Screen Cleaner, "Western" Combined Shellers and Cleaners and the "Western" Friction Clutch. A full line of Elevator Buckets, Belts, Belting, Pulleys, Shafting, Boxes, etc. If you expect to build new or remodel, write us for prices.

Complete Stock carried in Kansas City, Mo., 1221-1223 Union Ave.

UNION IRON WORKS - - - - - DECATUR, ILL.

The Evans Controllable Wagon Dump



Write for
circular and prices.

THE BEST WAGON DUMP BUILT

Can be used with and
without dump scales

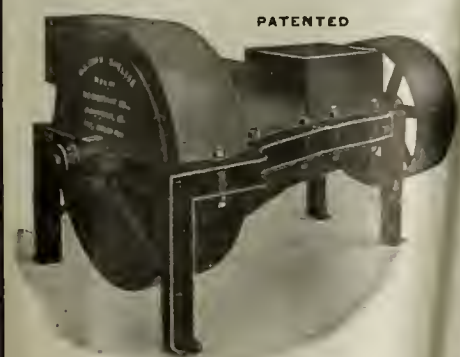
Absolute
safety
control,
great
strength
and
durability.
Patented
April 12,
1898.

OVER 500 EVANS WAGON DUMPS
SOLD DURING THE YEAR 1906.
NO OTHER RECOMMENDATION !

MOULTON & EVANS,

909 E. 18th Street, Minneapolis, Minn.

THIS IS THE SHELLER TO BUY



United States Corn Sheller

if you want the

BEST FOR LEAST MONEY

Write us and save
yourself regrets.

Chicago Representatives
NOTH-SHARP-SAILOR CO.
1329-30 Monadnock Block

Okla. Representative
J. A. HORN
322 Basset Building
Oklahoma City, Okla.

Send for Our Catalogue and Latest Discounts
Complete Elevator Equipments

B. S. CONSTANT CO., BLOOMINGTON, ILL.

AIR DRIED GRAIN

(NOT KILN DRIED)

The Ellis Drier insures even and perfect drying at low temperatures. The only machine where the air passes through the grain uniformly and reaches every kernel. Built in all sizes from five bushels' capacity and up.

"Ellis Grain Drier"

ELLIS DRIER CO.

715-719 Postal Telegraph Bldg.

Chicago

NO TROUBLE

if your elevator is equipped with machinery of the

Midland Machinery Co. Make

OUR motto has been, constantly, the best that we can manufacture, with the result that grain men ordering equipments from us are assured of an economically working elevator and one that will be equal to every emergency which the modern house is called upon to meet.

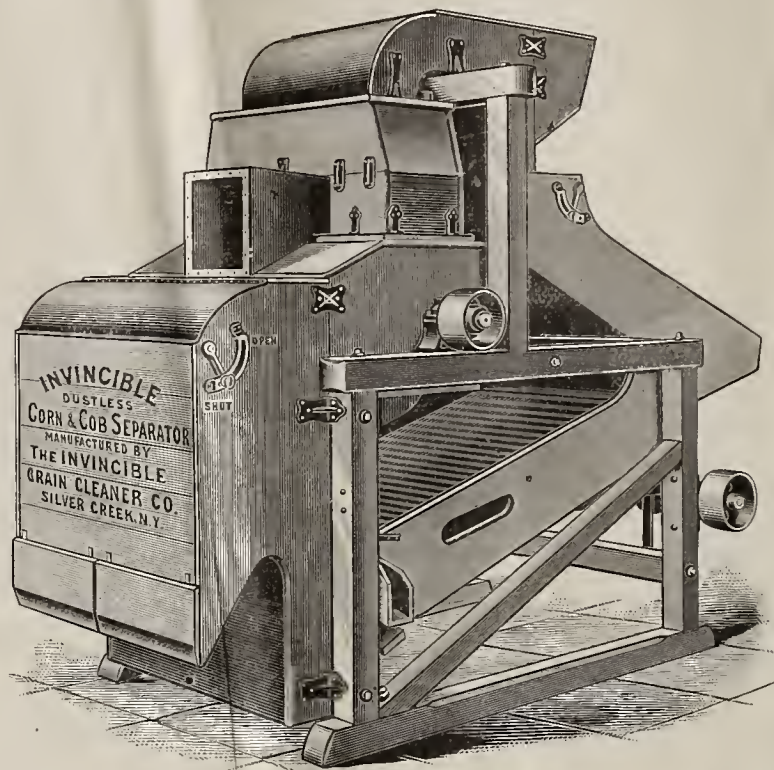
Let us figure with you on your equipment, whether only one machine is needed or full outfit. Our catalogue mailed on request.

MIDLAND MACHINERY CO.
MINNEAPOLIS, MINN.

CLEAN YOUR CORN

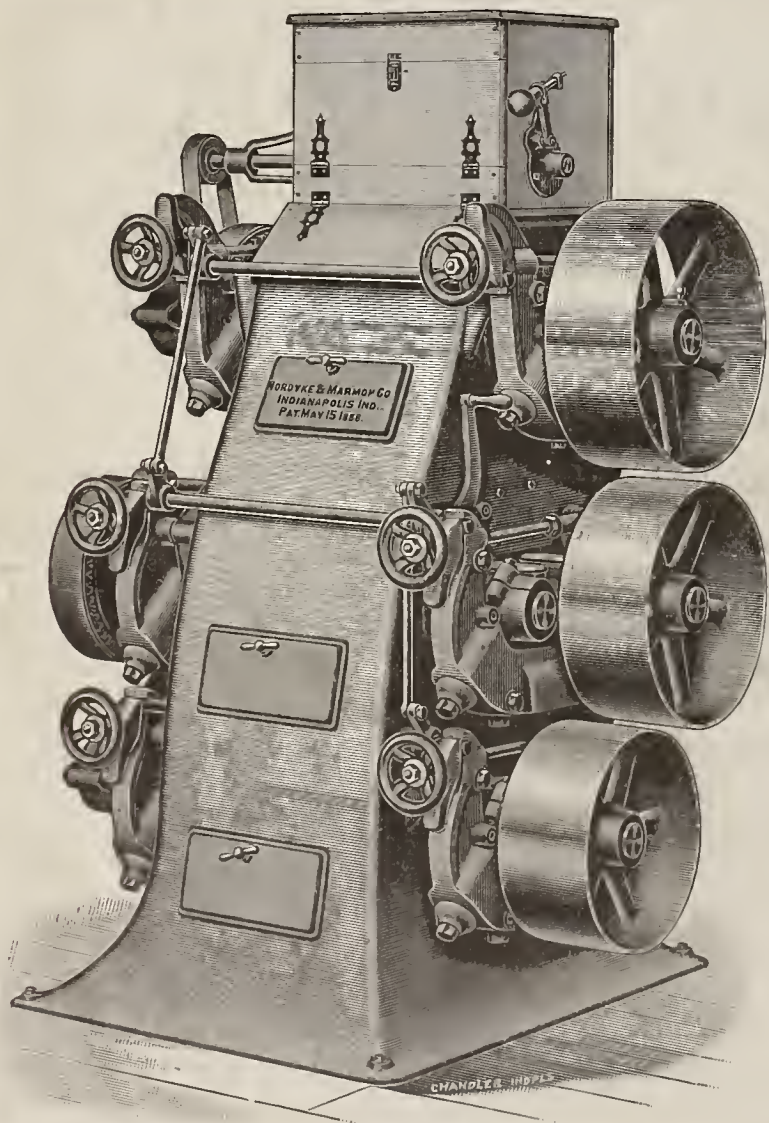
This Separator takes out cobs, silks and all foreign matter and gives a high grade of corn.

It is the most popular corn and cob separator on the market, the result of its extremely nice work. Order now.



INVINCIBLE GRAIN CLEANER COMPANY
SILVER CREEK, N. Y., U. S. A.

REPRESENTED BY
W. J. Scott, 512 Traders' Bldg., Chicago, Ill.
Edward A. Ordway, 225 Exchange Bldg., Kansas City, Mo.
The Strong-Scott Mfg. Co., Minneapolis, Minn.
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.
N. B. Trask, Lochiel Hotel, Harrisburg, Pa.
Portland Iron Works, Portland, Ore.



The N. & M. Co.

THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

Send for Catalogue

ELEVATOR SUPPLIES

We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

Nordyke & Marmon Company

America's Leading Flour Mill Builders

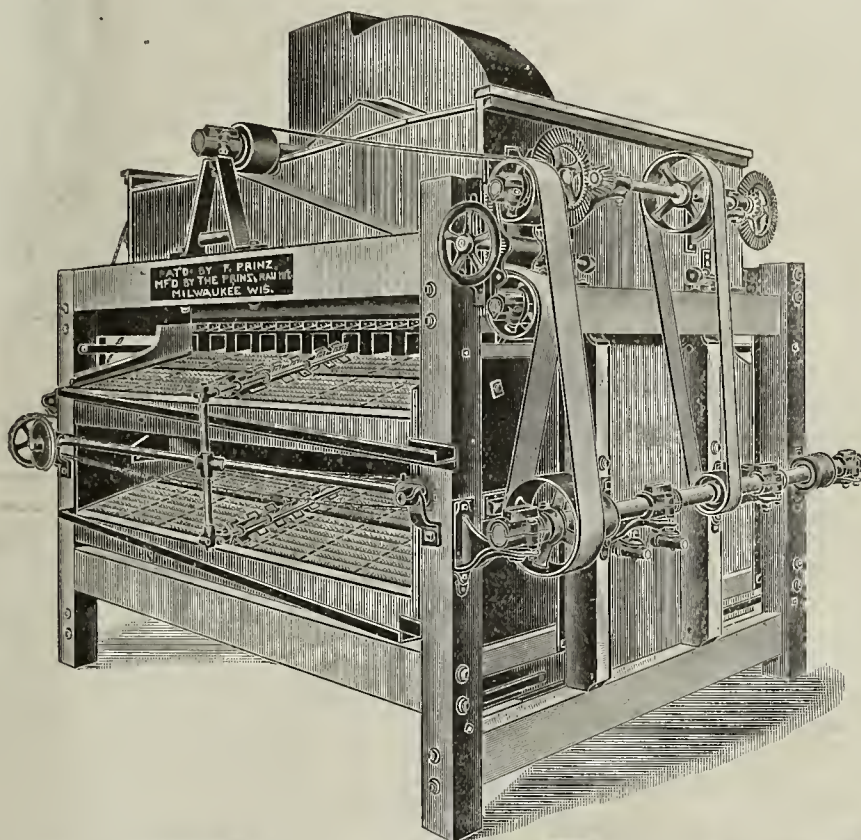
Established 1851

INDIANAPOLIS, IND.

SAVE MONEY

BY INVESTING IN A PRINZ AUTOMATIC RECEIVING SEPARATOR

Sheet Steel Sieves
that do not wear out.
Patented Automatic
Sieve Cleaner, Dis-
pensing Entirely With
Hand Cleaning.

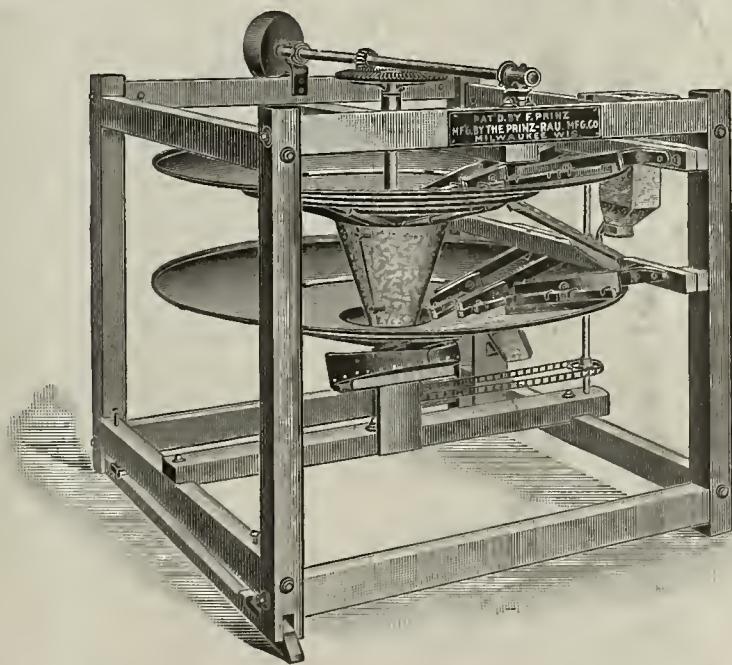


Perfect Separations
Made Without Loss of
Good Grain. Largest
Capacity Obtained in
the Smallest Space
With Least Power.

MAKE MONEY

BY PUTTING IN THE NEW PRINZ MUSTARD SEED SEPARATOR

The Only Machine That
Will Separate Mustard
Seed From Grass Seed
and Wild Buckwheat,
Making a Perfect Sepa-
ration.



Pure, Clean Mustard
Seed Commands a High
Price. Full Particulars
Can Be Obtained by
Addressing

THE PRINZ & RAU MFG. CO.

MILWAUKEE, WIS., U. S. A.

REPRESENTED BY C. H. Near, 485 Belden Ave., Chicago, Ill.; A. H. Kirk, 1-A Chamber of Commerce, Minneapolis, Minn.; G. M. Miles, 57 Gay Bldg., St. Louis, Mo.; F. E. Lehman, 124 Board of Trade, Kansas City, Mo.; J. H. Henderson, 760 Ellicott Square, Buffalo, N. Y.; M. D. Beardslee, 106 Piquette Ave., Detroit, Mich.

EUROPEAN REPRESENTATIVES, Ingenieur Bureau "Zwijndrecht," Cornelis Schuytstraat 50, Amsterdam, Holland.

Rope Drives

We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

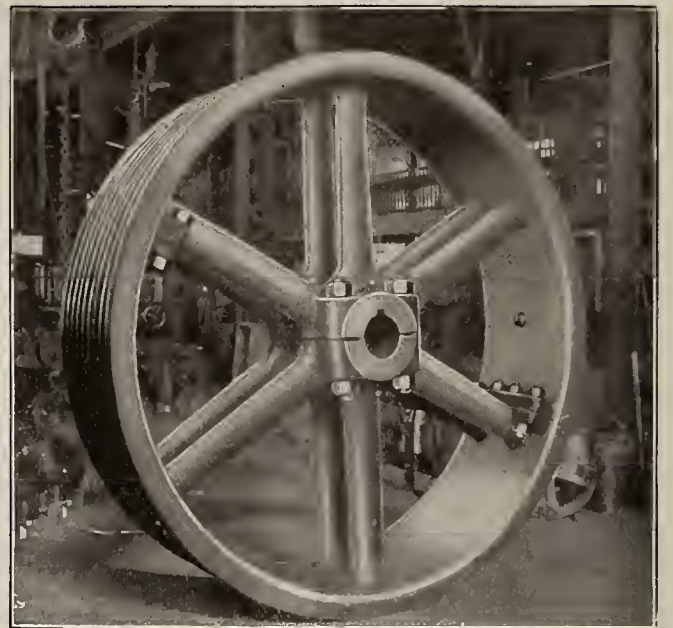
We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.

BRANCH, 95 Liberty St., New York.

AGENTS, Woodward, Wight & Co., Ltd., New Orleans.



MY CONCLUSION?

Well, I admit that there are improvements made in all lines every day, but I like to see something besides claims.

No, not at all. They have been making them for twenty-five years—you can write to any of a number of firms you know and they will say just as I do and more.

What? Yes, Leviathan is the best belt for elevating and conveying, and to stand wet or strain or heat.

No, write to the Main Belting Co., Phila., yourself. They are responsible. C. C. T.

A COMPLETE LIST

of Grain Elevators and Grain Storage Warehouses

IN CHICAGO AND COOK COUNTY

with notes of their construction, terminal facilities, etc., for use of railroads, commission men, insurance companies and others. Compiled and published by the "American Elevator and Grain Trade." Price 25 cents.

For Sale by MITCHELL BROS. CO., 315 Dearborn St., Chicago, Ill.



STOP THAT LEAK!

A Small Leak loses a lot of money.
Are you certain that you are not giving over-weights on your Feeds?
Yes, if you are using a

RICHARDSON

IMPROVED, AUTOMATIC BAGGING SCALE

Specially built to meet the demand for a Portable Machine of High Speed and Exceptional Accuracy. Fitted with Patent Dumping Gear, controlled either by hand or foot. Guaranteed to accurately take care of 8 2½-bu. bags per minute.



RICHARDSON SCALE Co.
1-2 Park Row, New York

1011 Rector Bldg., Chicago

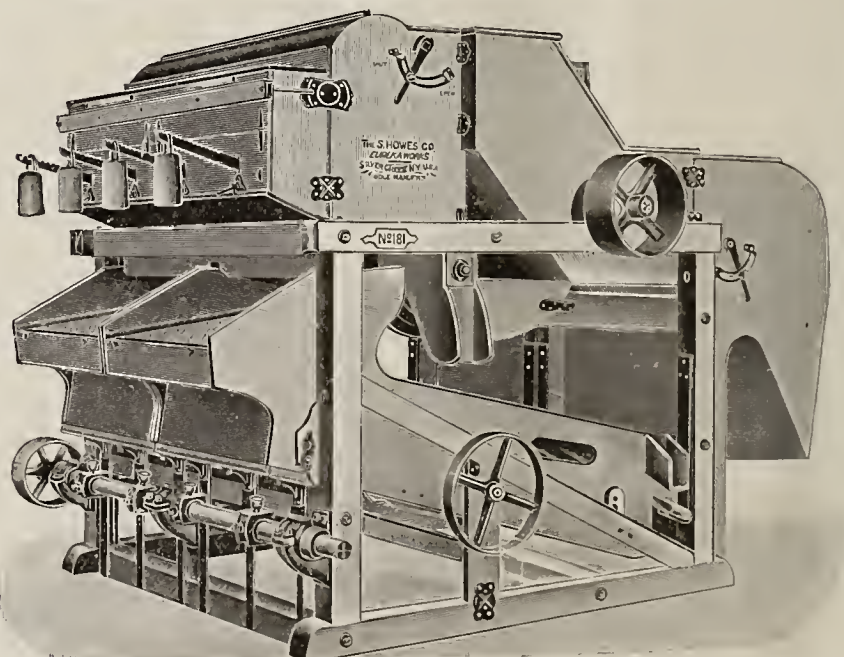
415 Third St. South, Minneapolis



THE "Eureka" Counterbalanced Elevator Cleaner



WITH AUTOMATIC SIEVE CLEANERS.
NO VIBRATION. LARGE CAPACITY. CLOSE SEPARATIONS.
SELF-OILING BEARINGS. NO ATTENTION REQUIRED.



We supply every requirement in the grain cleaner line with the highest grade machines. Correspondence solicited.

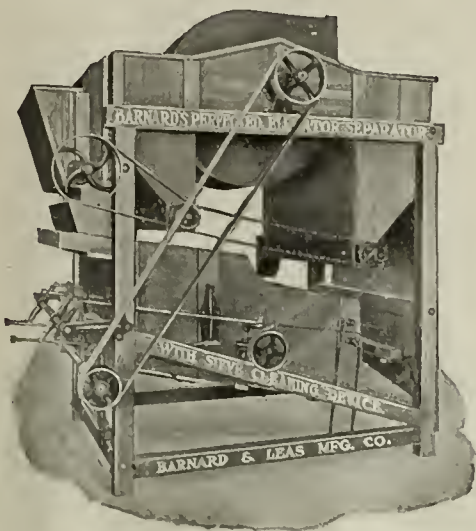
THE S. HOWES CO.

"Eureka" Works, SILVER CREEK, N. Y.

Represented by

W. E. SHERER, 412 S. Third St., Minneapolis, Minn.
J. D. MATTESON, 412 S. Third St., Minneapolis, Minn.
J. N. HEATER, Hotel Savoy, Kansas City, Mo.
NOTH-SHARP-SAILOR CO., 1329-1330 Monadnock Block, Chicago, Ill.





Elevator Machinery and Supplies

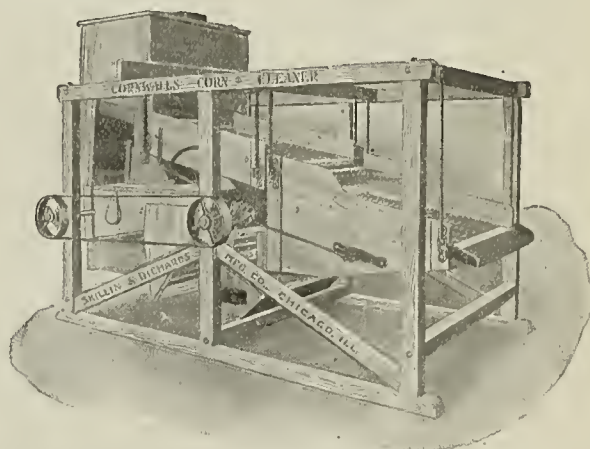
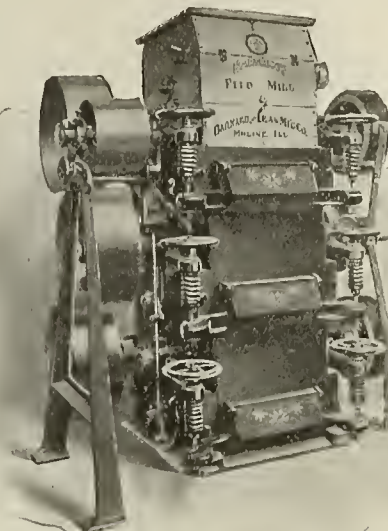
We make or supply everything necessary to completely equip elevators of all capacities.

Barnard's Perfected Separator with Sieve Cleaning Device; The Victor Corn Sheller; The Cornwall Corn Cleaner; other Shellers and Cleaners; Willford's Light Running Three-Roller Feed Mill; Barnard's One, Two and Three Pair High Feed Mills; Elevator Heads and Boots; Belting of all kinds; Belt Conveyor Apparatus; Conveyors; Power Connections; Elevator Supplies of every description.

Send for latest catalogue.

BARNARD & LEAS MFG. CO.

BUILDERS OF
Elevator Machinery and Supplies
MOLINE ILL.



WHAT YOU NEED

In Elevator Machinery and Supplies may be had on short notice, at any time, by sending your orders to us. We have the big assortments, our goods are always of the best obtainable quality and our prices as low as consistent with such quality.

We have the finest equipment in the country for doing

Roll Corrugating and Grinding

Try us once and learn what perfect work is like. Write for our Catalog and Prices.

THE STRONG-SCOTT MFG. COMPANY

Formerly Strong & Northway Mfg. Co.

N. W. Agents: Richardson Automatic Scale Co., The Invincible Grain Cleaner Co., Alsop Process Co., Dulour Bolting Cloth Co., and Knickerbocker Dust Collectors.

MINNEAPOLIS, MINN.

"THE SUCTION IN THE CASE OF THE '1905' COLLECTOR IS GREATER, DUE TO ITS



PASSING MORE AIR
AT SAME SPEED FAN"

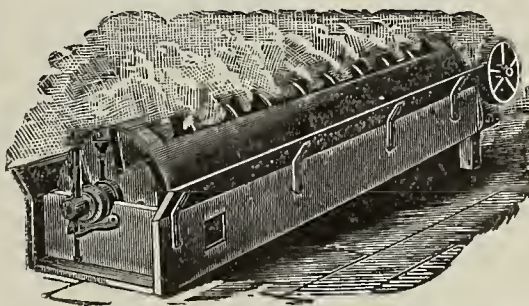
The Mechanical Engineering Dept.
UNIVERSITY OF MICHIGAN

"THE NEW CYCLONE 1905"

Manufactured exclusively by

THE KNICKERBOCKER CO.
JACKSON, MICHIGAN

SEE THAT YOUR
CONTRACTS CALL FOR



THE
**CUTLER
STEAM
DRYER**

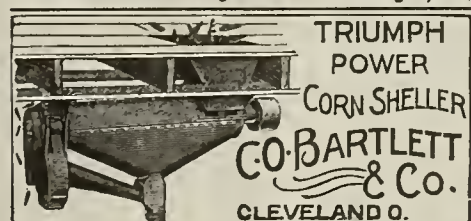
SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 25 years drying
CORN MEAL AND HOMINY,
BREWERS' GRITS AND MEAL,
BUCKWHEAT, RICE AND
ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY AND ORES

Automatic in operation, requiring no attention. Double
the capacity of any other Dryer sold for same price.

THE CUTLER CO., North Wilbraham, Mass.
CATALOG ON REQUEST.



BE SURE

To equip your Grain Elevator
Building with our light self-
lifting passenger lifts.
Strong and substantially
made.

INEXPENSIVE, QUICK

No more work climbing
stairs. Cost no more than
stairways and take up one-
quarter the room.
Correspondence Invited.

SIDNEY ELEVATOR MFG. CO.
Sole Manufacturers SIDNEY, OHIO

*That's What
it is*

The Watch Dog of the Granary

*It will see
that your
weights
are correct*



THE AMERICAN GRAIN METER

A FAULTLESS
AUTOMATIC WEIGHING
MACHINE

BUILT BY

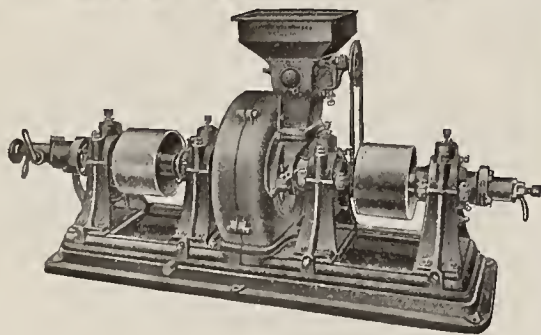
**THE AMERICAN
GRAIN METER CO.**

SPRINGFIELD, OHIO

BRANCHES:

Minneapolis
Omaha
St. Louis
Kansas City
Nashville
Detroit
Philadelphia
Decatur, Ill.
Marshalltown, Ia.
Exeter, N. H.

**"HAS NO
EQUAL"**



Monarch Attrition Mills

Make good under all conditions. There are hundreds of them in use in elevators and mills, and we have hundreds of testimonials from the men who are operating them. Here is one:

We are highly pleased with our Monarch Attrition Mill in every way. For fast and fine grinding it has no equal. It is an easy matter to grind twenty-five to three thousand pounds of cob feed per hour. Have ground one hundred pounds of corn meal in a minute. Our customers are all well satisfied with the work. We would advise any one wanting a feed mill to buy a Monarch.—Arthurhold & Davidson, Hubbard, O.

If you want to know the reasons, send for

OUR CATALOGUE

It tells why the Monarch has phosphor-bronze interchangeable bearings; cable-chain oilers; double movable base; safety spring; quick release; relief spring; special adjustable endless belt drives; hammered steel shafting; ball bearings and other improvements not found in competing mills. This catalogue is free; write for it.

Mention amount and kind of power you expect to use for operating a mill

SPROUT, WALDRON & CO.

Northwestern Branch:
7 Corn Exchange, MINNEAPOLIS, MINN.
John Williams Taylor, Southwestern Agent,
491 Pacific Ave., DALLAS, TEXAS

Box 320, Muncy, Pa.

Choke - downs, Long Delays, Losses Eliminated

With the use of the

Anti-Choke-Alarm or Alarm Machine



The Anti-Choke-Alarm Machine Attached to a 40-Inch Leg.

MACHINES SOLD ON APPROVAL OR SENT ON THIRTY DAYS' FREE TRIAL.

CENTRAL MACHINE WORKS CO.
MINNEAPOLIS, MINN.

Every grain elevator owner knows that if elevator legs would not choke down the operating expenses would be materially cheapened and the working capacity of the plant increased.

Watching legs takes some of the time of employees.

Interruptions from other work to inspect them at frequent intervals take some of their time.

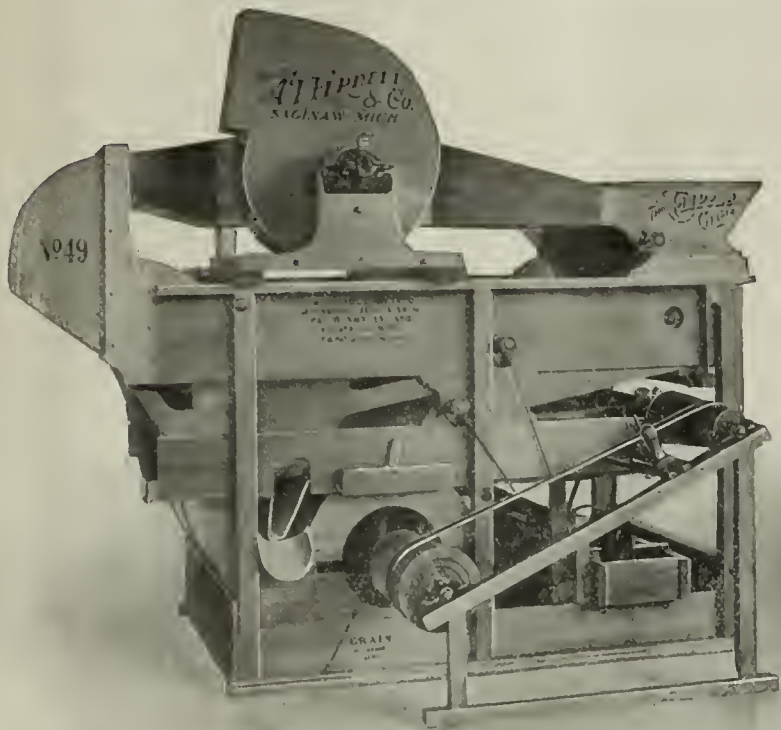
Digging out boots and starting choked legs takes some of their time as well as that of the plant.

Replacing smashed cups and burnt and mutilated belts takes some of the time of employees and plant, as well as the cash of owners.

Often a choked leg creates a fire in the head which takes the entire elevator.

The Anti-Choke-Alarm Machine regulates and controls the treacherous Elevator leg, thus doing away with watching it as well as all expense incident to choking.

The "Clipper" Cleaners with Traveling Brushes



Our traveling Brush device is the simplest, strongest and best made. Strong fibre brushes are made to travel back and forth across the under side of the screens, thoroughly brushing them and freeing the perforations from any grain or seed with which they may become clogged, making it impossible for the meshes to fill up.

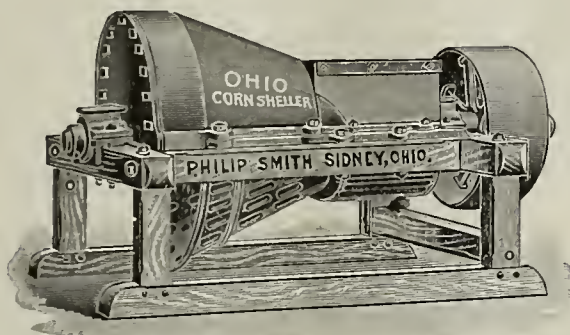
Any man who has used a Cleaner or Separator knows that the meshes or perforations in the lower screen soon become clogged so that it is necessary to "scrape" or "pound" the screen in order to clear the perforations. Our Traveling Brushes keep the screens clear all the time, and make the capacity and work of the machine uniform.

With a machine not equipped with the Traveling Brushes it is often necessary to keep one man in constant attendance when cleaning a dirty run of stock, to keep the screens clear and insure satisfactory work.

The advantages of using one of our machines equipped with Traveling Brushes is apparent: The quality of the work is improved; the capacity of the machine is increased; the cost of operation is reduced, and one has the satisfaction of knowing that he has the best that money can buy.

Catalogue with prices and full description upon application.

A. T. FERRELL & CO., Saginaw, Michigan



Corn Shellers

Corn Cleaners

Drags, Dumps, Etc.

When you want any machinery
or supplies for your elevator,
write us for prices :: :: ::

THE PHILIP SMITH CO.
SIDNEY, OHIO

THE WEST LEADS IN EVERYTHING

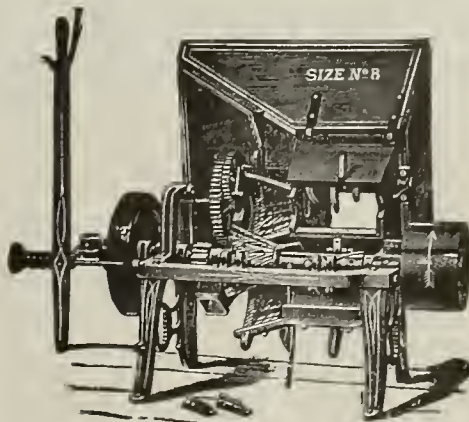
Western people are continually working to make things "just a little bit better." They hustle day in and day out, keeping their business methods strictly up to date. That's why they keep ahead.

For more than thirty years it has been our policy to build and equip grain elevators, "a whole lot better" than the other fellow, and we have done it. That's why we have so many satisfied patrons. Are you one? If not, get in line to-day by sending us your specifications.

GREAT WESTERN MFG. CO.
LEAVENWORTH, KANSAS

Bowsher's All-Around Feed Mill

(Sold with or without sacking elevator)



It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. QUIT THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best. SEVEN SIZES: 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhaug. Belt to it from any direction. Makes complete independent outfit.

THE N. P. BOWSHER CO., South Bend, Ind.

The Huntley Manufacturing Company's Exhibit at the JAMESTOWN EXPOSITION

ELEVATOR and Warehouse Managers visiting the Jamestown Exposition are invited to make our exhibit their headquarters while at the show. Our Mr. J. W. Perrine, who is in charge, will be pleased to see you. Have your mail addressed in his care.

A visit to our exhibit, which is located in Aisle J, Section 14, Food Products Building, will give you an opportunity to investigate the superiority of our Separators, Oat Clippers, Packers and other machines for Elevator and Warehouse uses; as well as Peanut cleaning machinery.

In calling your attention to our exhibit, and inviting you to call and see us we cannot refrain from mentioning the fact that today there are over 25,000 of our machines in use in the Elevators, Warehouses and Flour Mills of the country, and we are always glad to allow 30 days' trial of our machines on the floors of your own plant, in competition with other makes of machines built for similar usage.

We trust you will have an opportunity of visiting the Exposition, and that we shall see you at our exhibit.

Huntley Mfg. Co., Silver Creek, N. Y.

Makers of Monitor Warehouse and Elevator Separators; Receiving and Milling Separators; Flour, Feed and Sack Packers; Seed Cleaners; Buckwheat Cleaning Machinery.

BRANCH OFFICES

302 Traders Building, Chicago, Ill., F. M. Smith, Agent

316-318 Fourth Avenue South, Minneapolis, Minn., A. F. Shuler, Agent

121 Front Street, New York, N. Y., W. K. Miller, Agent

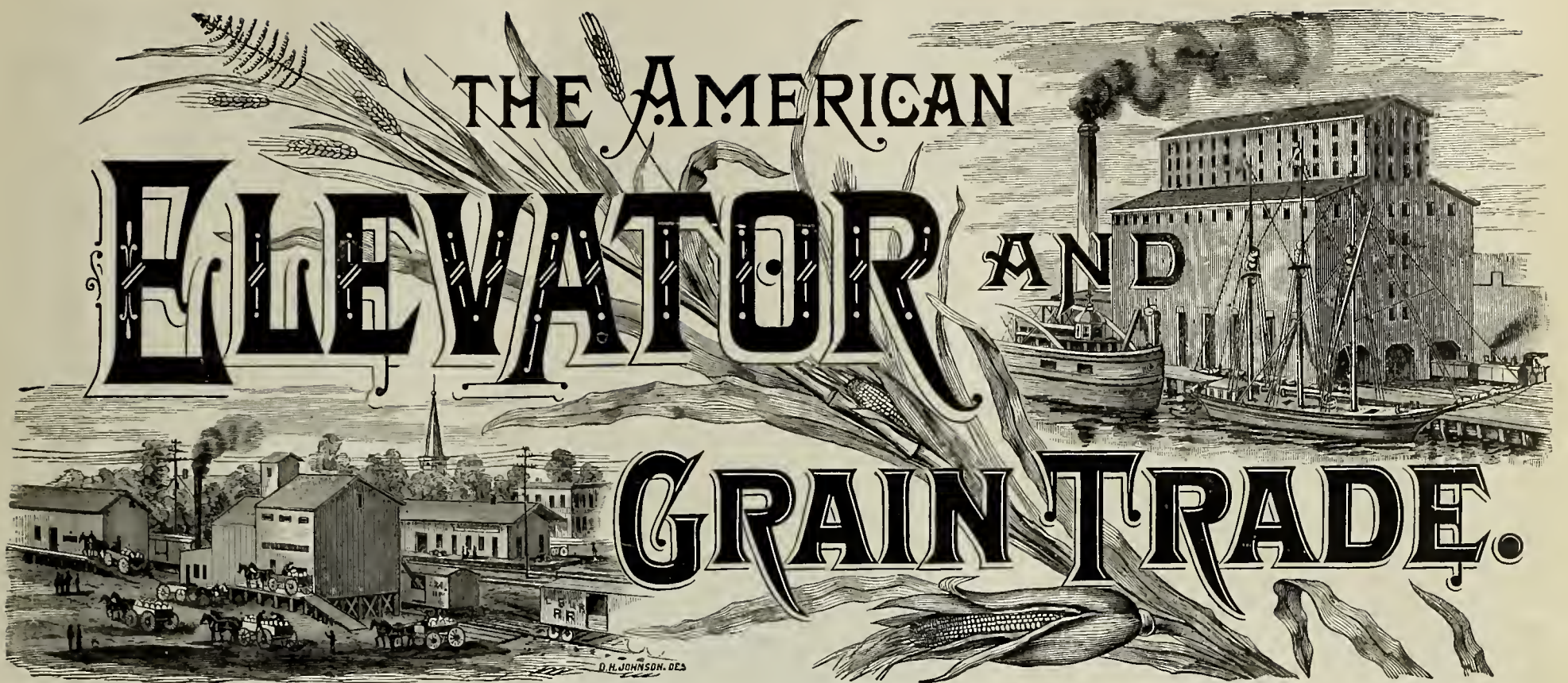
10 Board of Trade, Kansas City, Mo., H. C. Draver, Southwestern Agent

Mississippi and 17th Streets, San Francisco, Cal.,

Berger, Carter Co., Pacific Coast Agents

A. S. Garman, General Agent, Akron, Ohio

S. J. McTiernan, St. Louis Agent, Terminal Hotel



A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

Vol. XXVI.

CHICAGO, ILLINOIS, JULY 15, 1907.

No. 1. } ONE DOLLAR PER ANNUM,
SINGLE COPY, TEN CENTS.

A GREAT CANADIAN PLANT.

On the north shore of the Lake of the Woods, at a point about 130 miles east of Winnipeg, by a very narrow margin of rock, nature has prevented the Lake of the Woods from spilling into the Winnipeg River, which discharges into Hudson Bay. The waters of the Lake of the Woods, fol-

twenty-five feet to the river below, and build a mill over the raceway with water wheels at the bottom.

Thus it was that twenty-five years ago the Lake of the Woods Milling Company was started and began making "The Five Roses" flour, since become a household word in Canada. In the meantime, the great West has absorbed over

warehouses, packing plants, cleaning rooms, storage and grinding compartments, has increased the output of the Company by 5,000 barrels of flour per day; while the elevator building, standing on the solid rock adjacent to the mill building, contains 750,000 bushels of storage space. The whole plant is built of re-enforced concrete, made from the 25,000 cubic yards of excavation that was



MILL, ELEVATOR AND OTHER BUILDINGS OF THE LAKE OF THE WOODS MILLING COMPANY, KEEWATIN, ONT.
Macdonald Engineering Company, Chicago, Engineers and Contractors.

lowing the chain of lakes and rivers in the course of the Rainy River, discharge into Lake Superior. At the little village of Keewatin, the Canadian Pacific Railway threads its way through the muskegs and rocky inlets of the rugged shore line on its way to the great Canadian Northwest, where the wheat grows. Here, then, was a condition which invited the enterprising miller to cut a passage through the rock at the edge of the lake, let the waters tumble through with a drop of

a million of people, and the long trains of freight cars passing through Keewatin to the head waters of the Great Lakes have been increased in length and numbers.

With nature turning the wheels for almost nothing and the golden stream of grain always at the door, the milling plant could not stand still, and our illustration shows the latest addition to its enlarged equipment, which has just been finished and put in operation. The mill building, with its

necessary in the solid trap rock in order to cut the raceway through from the lake to the Winnipeg River.

This plant was originally owned and started by the Keewatin Flour Mills Company, an organization which has since transferred its interests to the Lake of the Woods Milling Company, and, as the two properties are in juxtaposition, the entire plant is now operated as one, giving a combined output of 8,000 barrels of flour per day. All grain

for the mill is stopped at Keewatin under the milling-in-transit privilege of the Canadian Pacific Railway Company, and the output of the grinding operations is sent forward in the same cars.

The power plant consists of three turbine water wheels, having a combined capacity, with the average water head, of 2,000 horse power, and is divided into three units, two of which operate the mill by direct rope transmission and one of which drives an electric generator, furnishing the current for operating the machinery of the elevator and lighting the entire plant.

The machinery equipment of the mill building was furnished and installed by the Allis-Chalmers Company of Milwaukee and, as an evidence of the efficiency of this firm's installation, the first train load of flour was pulled out of the mill in forty-eight hours after the mill was started.

The switch tracks from the Canadian Pacific at this point approach the building at an altitude of about twenty-five feet above the ground level. This elevation made it possible for the engineers and contractors, the Macdonald Engineering Company of Chicago, to design the elevator so that the two hopper scales of 1,500 bushels' capacity each could be placed immediately under the tracks and the cars unloaded directly into the scales. The elevator is equipped with three elevator legs of 10,000 bushels' capacity each, two of which are used for shipping, transferring, cleaning and handling the mill grain and one for receiving the incoming grain from the cars. In addition to this, there is a special elevator of 6,000 bushels' capacity and separate scale of 500 bushels' capacity for mixing and blending the grain prior to being sent over to the mill's bins.

The two buildings are connected by means of a belt conveyor, by which all grain intended for the mill is conveyed to an elevator leg and re-elevated to the mill bins, which have about 15,000 bushels' capacity. The train shed of the elevator is built two stories high in addition to the basement story, in which the scale hoppers are located. In the second story the cleaning machines and dust collecting apparatus are installed, which have a capacity of 6,000 bushels per hour.

The elevator storage is built entirely of reinforced concrete, with the bins 95 feet deep, resting on the solid rock for a foundation. They vary in capacity from 5,000 to 50,000 bushels each. All machinery is operated by alternating-current induction motors, including the car puller, which is equipped with a special variable speed-induction motor which pulls cars on each track in both directions. All parts of the elevator plant are absolutely fireproof, the roofs, floors and cupola enclosures being of re-enforced concrete, fitted with wire glass windows and steel sash.

The machinery equipment for the elevator was supplied by the Webster Manufacturing Company and Skillin & Richards Manufacturing Company of Chicago; the cleaning machinery equipment came from the Huntley Manufacturing Company, Silver Creek, N. Y., while the motors and electric equipment were supplied by the Allis-Chalmers-Bullock Co. of Montreal.

MISSOURI TAX HELD UP.

Judge McPherson on June 13 issued a restraining order which prevents the collection of the state tax of 25 cents on each transaction in grain upon the trading floors of the grain exchanges of Missouri. The law was intended to become effective on and after June 15.

The objections urged against the validity of the law are in the first instance those submitted in successfully defeating a similar law in New York, to wit, that it would be class legislation to make one dealer who traded for 1,000 bushels pay the same tax as he would who should make a deal for, say, a million bushels. It was also contended that the law would levy a tax in one place, the proceeds of which would benefit an entirely different place, the law providing that the pro-

ceeds of this tax, collected in two or three cities, would be used to construct roads in the country.

The Dowell law, as it is called, was one of the "misfits." Ostensibly it was aimed at the board of trade scalper, just as though that individual were some sort of a criminal to be punished, and at the bucket-shops, which the legislature was not courageous enough to hit at in the open.

JOHN G. McHUGH.

The successor of L. T. Jamme as secretary of the Minneapolis Chamber of Commerce, John G. McHugh, has been brought back from Manitoba, where, as director of the Winnipeg Grain Exchange and of the Clearing House Association, he made records as an executive officer, that brought him to the notice of the directors of the Minneapolis Chamber.

Mr. McHugh is a young man, being only thirty-three years of age, but his reputation is that of an



JOHN G. McHUGH.

experienced and thoroughly capable trader in grain, in whom technical knowledge and executive ability are happily joined.

Mr. McHugh studied law in Minneapolis in 1891 and was well known in social circles at that time. Later on he managed a line of lumber yards extending through North Dakota, for the Smith & Rogers Co. of Minneapolis. In 1903 he joined the American contingent that went into Canada with Minneapolis capital to share in the development of the Canadian West, and was in charge of the Winnipeg office of the McHugh-Christensen Company up to the time he accepted his present office.

"Will you let me have the use of one of your elephants to carry home this money?" said William Granger, of the Union Hay and Grain Company, to the manager of Barnum & Bailey's show, in a half serious tone, one morning recently. Granger went to the grounds in Norwood to collect \$1,025 due his company for the feed it furnished the animals of the show during its three days' stay in Cincinnati. The manager took him to the treasure wagon and hauled out several sacks of small silver. The money was counted out into a small satchel, but this was soon filled and a larger one secured. It was when Granger tried to lift the valise filled with money that he made the request for the use of an elephant. He could not be accommodated, but a buggy was hired instead and the money safely carted to the company's vaults.—Cincinnati Star.

[For the Ohio Grain Dealers' Association.]

THE COUNTRY DEALER'S PROSPERITY.

BY E. F. LEINHARD.

The subject of the country grain dealer's prosperity is now before us. There is no question that prosperity has not found a great many of our guild in its march through this glorious country of ours; and we will, therefore, take this matter up for our careful consideration, so that we may find a way to remedy this lack of prosperity and to fall in line with the rest of the country, especially with our farmer friends, who undoubtedly have had their full share of it.

One of the most important reasons for this lack of prosperity is the fact that in this advanced age of progressiveness not enough business method is applied by the country grain buyer in his purchasing department, compared with the methods that are applied to him in his sales department. When we sell wheat, corn or oats, it is sold on its grade; the party to whom we sell specifies what he will pay for No. 2 red or No. 2 white wheat, or whatever the grade may be, and the price offered is according to quality. The same holds good in corn and oats. These are the rules by which we have to sell and by which we must buy if we will be in the procession of prosperity. As this rule, however, is applied only to the selling department and not to the buying department, we fail to receive the returns for our work to which every one of us is justly entitled.

Gentlemen, what is prosperity? Is it that you pay your farmer a lower price for his grain than he is entitled to? No. Is it that you mix the poor wheat, corn or oats with your good wheat, corn or oats and sell it to your customer for good wheat, corn or oats? No. Is it that you pay your farmer friend full price for his off-grade grain so that you must mix it and beat your buyer? Again, no. Is it that you speculate and run the risk of losing your sound judgment and influencing all your business transactions by your greed of money, thereby losing your peace of mind, love of family, honor, self-esteem, in fact, everything that is good? Again we must say, no. Is the amassing of millions of dollars prosperity? No, and three times, no.

At the state meeting of the Ohio millers, held at Dayton last April, the subject, "Can a miller be a Christian" was discussed; and in this subject the keynote of prosperity can be found. Gentlemen, the teachings of Christ, our Saviour, are the foundation of prosperity. In such teachings as "Love thy neighbor as thyself," "Thou shalt have no other Gods before me," "Thou shalt not covet," you will have all the remedies for the evils which now exist in the way the country grain buyer does his business. It has been stated time and time again that a business cannot be conducted based upon the teachings of Christ. Do you believe this? and if you do believe it, do you still persist in staying in business?

If your aim is "True Prosperity" your business must be based upon those fundamental truths taught us in the Holy Bible. "True Prosperity is the highest ideal for which you can work." True Prosperity brings honest dealings—dealings which would do away with deception, deception of yourself as well as deception of your customers. It brings Love—love for your family and home, love for your fellowmen; and, if you possess this love, many of the mean tricks which now exist in our business would be things of the past. True prosperity brings truthfulness, integrity and confidence. Do you realize the worth of these three qualities in your business? Do you realize how many thousand dollars these qualities are worth to you?

Moral courage is also an essential quality to true prosperity, of which, I am sorry to say, a good many of my fellow grain buyers are not possessed. This quality will eliminate every uncommercial transaction from your business, such

as buying off-grade grain at full price, buying stuff away from your brother grain dealer at a price you know will make you no profit at all, and selling one thing and furnishing another. This quality is so essential to prosperity that without it you will ultimately fail. Do you, gentlemen, realize the importance of possessing this quality in your makeup?

True prosperity brings trust in one another, without which no business can be successful. It would not be worth the while to be a business man if this trust was lacking; and still, how little this quality is in evidence in our business. How many of the Eastern grain buyers go in a graded market, preferring to buy their grain there instead of buying direct from the country elevator man? The reason this is so is because you have not treated your customers fairly and squarely. It is your duty, gentlemen, to regain this trust and confidence from your customer by giving him the best you have and not to doctor and plug your cars. You must buy your off-grade stuff for what it is worth and sell it for what it is; if you do this the greatest step toward prosperity is made. Trust your own judgment, trust your own abilities and then have the courage to carry them out.

Contentment is another quality which is essential to true prosperity. Be content with your day's work honestly done and your efforts will be amply repaid. Change without any further delay the course of your thoughts and deeds, if the ultimate aim of these is solely the possession of the so-called almighty dollar; because, if you persist in this hunt, it will be only a short time ere you will be a slave to Mammon and, once in the grasp of this, the worst enemy of Christ, your life will not be worth living. It will be far better for you that you be a thousand times dead than to fall a victim to this arch-enemy of our Saviour. Look around yourself and note what miseries too much money is bringing! Do you want to participate in these fearful doings? Do you want to lose the love of your dearest ones at home, your neighbors and fellow citizens, respect for yourself and peace of mind? No, a thousand times, no.

Gentlemen, a good many more things could be said on this subject, but to come to a close I will state that to gain prosperity we must base our business on the truth taught us in the Bible; we must go back to the strenuous life as our noble president, Theodore Roosevelt, has advised us to do; we must give ourselves and everybody else the square deal, and this we can only do if all our transactions are such that we are not ashamed to show them to the world, to let everybody know what we are doing and that everything that we are doing is right. If we carry out these teachings, prosperity will knock at our doors and we will be ready to receive it with open arms? We will, then, lead a life which is worth living and the reward will be honor, love, respect and opulence. Our business will then be one of pleasure instead of one of everlasting fight and discord. The members of our guild will then be looked upon as men of the highest integrity and ability and a guide to the rest of the business community.

Is it worth the while to make an effort to gain this ideal? The necessary qualities are in you, gentlemen. It is left for you to awaken them and to put them in use or to let them lay dormant and appear before this great nation as unreliable and untrustworthy.

Governor Mead of Washington has reappointed J. W. Arrasmith state grain inspector for two years and R. C. McCroskey of Garfield and W. H. Reed of Tacoma members of the State Grain Commission.

Secretary Wilson is "mum" for a change. He is not making predictions on the crops as freely as a while ago. The department appears to be talking through the newspaper correspondents, and guessing that the crops will not be short as

the June reports indicated. Secretary Wilson has been on the stand in the Holmes "leak" case, and the lawyers for the defense twitted him about "leaking" in advance. Difference has been that Secretary Wilson has talked publicly and Holmes is accused of working the reports for selfish interests. System has been changed since and leaks now appear impossible.—King & Co.

JOHN FLOYD.

The new president of the Pittsburg Grain and Flour Exchange, John Floyd, belongs to the younger generation, but the firm to which he belongs, S. B. Floyd & Son, is the oldest in the trade in Pittsburg or western Pennsylvania, having been founded by S. B. Floyd in 1859. John Floyd has been a member of the firm for the past fifteen years.

Mr. Floyd has been a member of the Grain and Flour Exchange for a number of years. He has served on the board of managers for several years, and for two years was secretary of the Exchange.



JOHN FLOYD.

The Exchange, having been chartered on July 19, 1882, is now celebrating its "silver" anniversary; and the year, it is hoped, will prove to be the most prosperous in its history.

BUCKET-SHOPPERS IN TROUBLE.

When the Nebraska anti-bucket-shop law went into effect, July 5, the six Omaha shops revised their methods—one went to Kansas City, Kan., the home of the gentry nowadays; two others began to trade "in Minneapolis," and two quit entirely.

In Pittsburg, on July 8, the Pittsburg Brokerage Co., one of the biggest in the city, quit in deference to the new Mesta law and the District Attorney's threat to prosecute. A. A. Wiseman and M. M. Levy, shopkeepers, are now under arrest and bail for keeping a gambling house. In Philadelphia most of the shops have quit, but some are putting up a fight on the law, at least John A. Boardman & Co., whose place in the Betz building is a resort for "lady customers," are doing so. On Tuesday, July 2, the firm filed papers in an equity suit to restrain an anticipated raid on the company's offices at 415 and 417 Walnut Street and in the Betz Building. Counsel for Boardman at first intended to ask the court for an immediate injunction, on account of the announcement that the officers were going to proceed against the firm within 48 hours. This action was not taken, however, on account of the absence from court of the city solicitor, and Boardman merely filed the formal bill.

KANSAS GRAIN DEALERS.

The Kansas Grain Dealers' Association held a summer meeting at Kansas City on June 19. The most important part of the meet was the trip to the railway yards to inspect the condition of grain cars on arrival. The membership was divided into three parties. One party, in charge of C. F. Neal, grain agent of the Chicago, Burlington & Quincy Railway, visited the Murray Elevator, in Harlem, leaving the Union Depot in a special car. Another, under the direction of A. Reinstrom, manager of the terminal elevators, left the Midland Hotel in a tally-ho, for a trip to the terminal elevator on the Rock Island Road. The third and largest party, consisting of about an equal number of country dealers and local grain men, left the Union Depot in a special car in charge of H. W. Sharp, superintendent of terminals, and were landed at the new elevator "A" of the Santa Fe Elevator Company. The local officials of this company, C. M. Boynton and J. A. Theis, assisted by J. G. Goodwin, superintendent of the Board of Trade weighing department, and W. J. Graham, supervising inspector of the Kansas state grain inspection department, piloted the guests through the elevator from the basement to the top, most of them going up in the elevator and walking down, thus getting a good idea of the entire building. It was pointed out how a man from the Board of Trade and one from the Kansas state department inspected each car as it comes into the elevator, noting the seals, condition, etc., and also seeing that no grain is left in the car or on the floor outside the sink. Then upstairs, on the scale floor, the houseman weighs the grain, and two other men, one from each of the departments, checks his weights.

It all seemed fair enough, except the 100-pound dockage taken by the elevators on the authority of the Board of Trade rules and Missouri law. This grab has now substantially disappeared from Western markets, except at New Orleans, and the only apology made for it in open meeting, where it was discussed at length, was that it was "no secret"—everybody knows what he has to expect in the Kansas City market.

Reinspection was another cause of complaint. In explanation Secretary Bigelow of the Board of Trade said grain is either received or rejected before one o'clock of the next business day after it is inspected; while President Broadnax, of the same body, said the Board's rules state explicitly that a grain elevator must receive grain when it arrives at the elevator, whether it grades 2, 3, 4 or no grade. If it is off-grade it is applied at the market difference on day of arrival. The buyer must accept the grain unless it is plugged.

Secretary Smiley reported the formation of an appeal board by the associations of Kansas, Oklahoma and Texas, each appointing one member. Appeals are allowed from either Association when the amount involved exceeds \$25.

A motion that the rules be enforced, which provide that a member refusing to arbitrate be expelled by the directors, prevailed unanimously.

The following resolutions were adopted:

Resolved, That inasmuch as both the Texas and Oklahoma associations, in accordance with a resolution adopted by the Kansas Association at the Wichita convention, held in January, 1907, have already appointed a member to act on the Tri-State Appeal Board, the president be instructed to appoint a member of the Kansas Association to act on the board.

Resolved, That the members of this Association refuse to ship grain to any member of the Kansas City Board of Trade who makes a practice of soliciting shipments directly from farmers or other than regular dealers, and that secretary be instructed to advise each member of the Association of any member of the Board of Trade soliciting such business.

Dr. F. A. Knapp, rice expert of the Agricultural Department, has been lecturing at Charleston, S. C., on rice culture and agricultural work in general.

UNIFORM GRADE CONGRESS.

The second Uniform Grade Congress met at Chicago on June 20 and adopted a revised schedule of grading rules which are submitted to the grain exchanges for their approval. These correct the objections raised to the former schedule and seek to avoid, at least for the present, some of the technical difficulties of the percentage system.

The meeting was called to order by J. W. McCord of Columbus, O., chairman of the first Congress, who, on motion of E. M. Wayne of Illinois, was made permanent chairman of the second Congress. On motion of S. W. Strong of Illinois, J. F. Courcier was made secretary.

Mr. Courcier, who has had charge of the executive work of the Congress, said that nine exchanges and one state grain inspection department had adopted the rules of the Congress—some absolutely and others contingently upon the action of all the exchanges. He touched briefly upon the objections raised and urged that a serious effort be now made to reconcile all interests to the uniform rules.

Mr. A. E. Reynolds of Indiana, who opened the former meeting of the Congress with an address advocating uniformity, was asked to state his views as modified, if at all, by the intervening months. In responding, he said:

Mr. Chairman and Gentlemen:—In December last, when we met to consider this matter, I spoke to you principally from the double standpoint of the country shipper and the track buyer and tried, in my feeble way, to point out to you that from both those standpoints it had become almost an absolute necessity to have some reform in grain inspection in this country. I have not changed my ideas in the least: I stand in favor of the uniform grading of grain throughout the country and uniformity on such a basis as will ultimately extend to foreign markets.

I spoke at that time in rather commendatory terms of the different markets, so far as their inspection is concerned; and I am not here now to condemn any market for its rules of inspection. I said to you that I considered the inspection as a whole crude rather than dishonest. I think that is still true. It is the crudity that we are trying to eradicate, if possible.

It is not worth while for me to try to demonstrate to you men how crude the inspection as a whole, over the United States, is. You remember the report brought by our very efficient secretary about the different grades and phraseology of grain, particularly of oats. Just to refresh your mind I would like to ask Mr. Courcier about how many different grades, or different terms of phraseology, applied to oats. I have forgotten.

Mr. Courcier: You mean different names?

Mr. Reynolds: Different names, yes.

Mr. Courcier: Something like sixty.

Mr. Reynolds: Sixty different names, and those names now divided up and analyzed by different phraseology meaning different things. I only repeat that to show the crudity of the matter.

The whole question that comes before us now is, gentlemen, do we see the need of change? I have always stood on this one ground that any man or any individual who saw his own errors and honestly, persistently and conscientiously tried to correct them was bound to come out right. I think it is the best thing that can happen to any man, or any company of men, to know their own shortcomings, and then earnestly try to correct them. I believe we see our shortcomings. I believe most of the men present here manifest by their presence alone the fact that they are trying honestly to correct those shortcomings. The only trouble is, it seems, we cannot get every market to comprehend its own shortcomings, and we can, when that can be done, enlist everybody in the crusade against those shortcomings.

I said to you at the last meeting that I believed we were square up against the proposition whether we should control our own affairs or turn them over to the federal government. Gentlemen, I am not ready to change in the least from that ground now. The developments in every line that I am cognizant of point very strongly to the fact that we must either get together and correct these matters ourselves and control our own business or the federal government will take a hand.

I am not going to talk very long about these matters. You all understand them. I said to you that the strongest individual we had to combat in fighting against federal inspection was Congressman Watson of Indiana; and I want still to tell you that he is no mean adversary. And I want to tell you further that after that meeting he did introduce a bill last year. You know about it. I predicted he would do that. He did do it. That bill failed to pass simply because it was too late to get it out of the committee. It failed to get out of committee because there was some strong work done in Indiana to hold it in check so that Indiana would not be the aggressor in this matter. The bill, however, called forth an addition to the sundry appropriations for the agricultural department, an appropriation of \$15,000 to investigate the need of change and reform in grain inspection. That investigation is going on under Secretary Wil-

son. He is very strong in his opinion that the federal government must take hold of the inspection of grain.

At our meeting in Indiana yesterday—the meeting of the Indiana Grain Dealers' Association—Mr. Watson was present and made a talk. He made a very strong talk in favor of federal control of inspection; and if you had heard his arguments you would see how such argument as he puts up would affect the general congress. It was like this: Have you any fault to find with meat inspection? Have you any fault to find with the control of food, inspection of food, the pure food laws of the country? Is there anything wrong with public inspection of railroads and all these other things? Or, in other words, he brought forward strongly the idea that it was the day of federal inspection for everything. That kind of argument, gentlemen, will go home to the ordinary congressman who is not acquainted with the facts.

He said further in closing his talk: "I represent a rural farming constituency. They believe that their grain has not been handled to the best possible advantage to bring them the greatest reward."

You know that is so. I know that is so. I know that is the idea, I mean. I do not agree with the idea that it is a fact that the farmer has not been well treated, but I believe it is a fact that the general sentiment abroad is that the poor farmer is the man who is suffering. And I want to tell you, further, that it is that very sentiment that is forcing all of these new reforms that are going over the country. Those are things you cannot combat, gentlemen.

I want to tell you right now there is not a man or set of men in reach of my voice that can possibly wield the influence in Congress that the farmers' organizations can wield. You cannot do it. Do you know why? Because congressmen have the idea that the poor man of the country is the downtrodden farmer, and they are going to build him up and take care of the weak.

I only say that because I want you to know that we are nearer federal inspection now than we have ever been before. I want to tell you the danger is greater than it has ever been. I want to assure you that I am not in favor of the government dabbling with this inspection in any way whatever, unless we demonstrate beyond all possible controversy that we are unable to take care of our own business—because that is what we must do or the government will take a hand.

Now, in this little pamphlet here is given the final result of our last Congress. On the whole, I think it is all right. Of all the objections to that report that I have met with or heard from all sources, I have not heard a single one that in my judgment was worthy of consideration. I have not found, to my mind, one single sound, logical, legitimate objection put forth to that report. It is a fact it is crude. We expected it to be crude. It may need some correction. That is what we are here for now, if we can get together.

I said at my last talk that I could not look with any degree of patience on a market that did not at least try to get in and to help do this work. I have not changed my mind; and I want to say further that to my mind the most generous and charitable construction that can be put upon the action of any market that does not try to help along in this cause—the most generous construction is that it must have rules that are unfair and should not be made public—that it wants to engage in some sharp practice. Gentlemen, there isn't anything else you can understand by it. Why will a market stand out and say they are not ready to consider this matter? Why will they come out and say to you that their inspection is thus and so and is the most favorable in the country and that they do not want to correct it? I tell you that in the future it will be put down that those markets that have not assisted in this matter are the markets that want to practice dishonesty and corruption in their inspection; and as a country shipper I believe that is a fact.

Now, then, the thing that threatens us is federal inspection. I do not believe there is a man here that wants that. There is just one way to keep away from it, and I believe it is too late to do that, and that is for this Congress to agree absolutely, and not wait until next fall, to put these grades in force and to do it at once and demonstrate that we can control our own business.

I have felt, and said to one of the members here since I came in the room, that we have almost a hopeless case, but I am not discouraged when I say that, because we always hope for men to come around about right in the end, but I want to say one thing, that a year hence—a year hence, when you are all working under federal inspection—only one year now until you will be doing it—that is what you are going to have—that personally my conscience will be clear, having done everything I could, from an honest standpoint, as a shipper and as one of the executive committeemen of the National Association, to bring about this reform and defeat federal inspection. And I want to say further that when that inspection is in force and you are laboring under all the disadvantages that federal inspection will bring to you, and when your business has gone beyond your control, then may and will the charge be made to the markets and to the men who have not given their honest support to this movement that theirs is the responsibility of having brought about this calamity.

The roll was then called and the following markets and delegates found to be present

Boston, Geo. F. Reed and Seth Catlin.
Buffalo, Alfred Anderson.
Cairo, J. B. Gillespie.
Chicago, H. W. Sager, W. N. Eckhardt, J. F. C. Merrill, Geo. A. Wegener.
Grain Dealers' National Association, J. W. Mc-

Cord, A. E. Reynolds, A. R. Sawers, J. F. Courcier.

Cincinnati, C. E. Nippert.

Columbus, Ohio, J. W. McCord.

Fraternity of Operative Millers, Geo. H. Lewis and J. F. Mueller.

Illinois State Inspection Department, W. S. Cowen, Wm. Smillie and S. H. Smith.

Illinois Grain Dealers' Association, E. M. Wayne, Geo. A. De Long, Geo. H. Hubbard, L. J. Jeter, S. W. Strong and C. V. Barr.

Indianapolis, H. E. Kinney.

Iowa Grain Dealers' Association, Geo. A. Wells and J. A. Tiedeman.

Kansas State Inspection Department, J. W. Radford.

Louisville, H. H. Bingham.

Minnesota Inspection Department, F. W. Eva.

Newport News, W. S. Upshur.

Ohio Grain Dealers' Association, Fred Mayer and J. W. McCord.

Peoria, A. G. Tyng and C. C. Miles.

Philadelphia, Samuel McKnight.

Pittsburg, J. A. Geidel.

St. Louis, John Dower.

Tri-State Grain Dealers' Association, J. J. Quinn.

Toledo, E. H. Culver, Fred Mayer.

Chairman McCord then called on Mr. Wells of Iowa to inform the Congress of the state of opinion in the trade of Iowa on this matter. Mr. Wells said:

Mr. Chairman:—I do not think this question has been discussed by Iowa grain dealers in such a manner that I could give you any definite idea of the sentiment that prevails. I think I would have no hesitancy in saying that uniform inspection would be a benefit to Iowa grain dealers. The grain dealers of Iowa are tributary to a large number of markets, perhaps more than most of the Western states. We have Omaha, St. Joseph, Kansas City, St. Louis, Peoria, Duluth, Memphis, New Orleans, Nashville, Milwaukee, Chicago and Indianapolis. It is almost impossible for a grain dealer who is not doing a large business to determine which is the favorable market for him by simply examining the price current, because he, perhaps, does not understand clearly in detail the grading of those markets. I think I can safely say that uniform grades would be welcomed by the dealers in that respect.

The element of competition, it seems to me, enters into the question of grading as it exists in the different markets today. I think there is a feeling among a certain class of dealers in the different terminal markets that they want to use their inspection as a matter of competition with other markets. This would certainly seem to be out of line with the new order of things.

Last summer I had occasion to have a short talk with Secretary Wilson, and he told me of the fact that Congress had appropriated a small amount of money to investigate the grain handling business of the country. He said his men were reporting some very bad things in the Northwest; that the dealers were not treating the farmers fairly in the matter of dockage. I could see that he did not understand the practical working of the dockage system in the Northwest. As I understand it, it is customary to establish a sort of a dockage and they buy on that dockage and fix the price as they see fit. The competition is all in the price, perhaps, when perhaps the dockage was excessive or not enough. The dockage did not, in fact, represent the actual dirt that was in the grain, but was merely a basis that was fixed; and in that sense he did not understand it.

And I think it is along that same line that the present system of grading gives a bad impression to the public, who do not understand the practical working of the trade. Of course, in Iowa we have no experience with the out-inspection, about which there is a great deal of complaint that I am aware of. We have a few members in our association that during the past year bought a good deal of corn at certain terminal markets and were very much disappointed with the grades when it arrived at the terminal market to which they finally sold. The corn seemed to have depreciated in grade, or else they did not get a fair out-inspection. We have one quite serious case on our hands now for adjustment, but, of course, the official grades stand, and I see no recourse for the party who suffered.

We discovered one thing this spring in regard to corn. It seemed that corn coming out of an elevator where it had been stored during the winter, in the cold weather, and was loaded out during the warm weather, would somehow heat in transit; while the same corn that had been shipped during the winter and cold weather, had graded No. 3, or according to the ideas of the shipper. We concluded that this corn going into the elevator in cold weather retained the low temperature into the warm weather, and when it was taken out on a warm day and loaded into the car precipitated moisture which gathered on the outside of the kernels and was absorbed in the kernels after it was loaded in the car and thus changed the actual moisture contained in that corn and hastened the heating condition which occurs very often, or very generally, during the Spring, when there are delays in transit. It seems to me that the percentage of moisture content, in fixing the grade in that respect, ought to be considered.

The chair then called on other representatives for their views. There was a practical unanimity on the desirability of uniformity, the only questions

being that of the ability of the Congress to agree upon rules that the markets would all accept. As the Chicago market is the most important, both as to size and influence, its position and that of the Illinois state inspection department were more than of ordinary concern. The chair thereupon called on Mr. Cowen, chief inspector, who said:

I don't know, Mr. Chairman and gentlemen of the Congress, that I have any particular views to express in this matter. The state Grain Inspection Department has had a number of conferences with the grain committee of the Chicago Board of Trade and a number of gentlemen representing the Board of Trade, and as the rules now stand, adopted by the Uniform Grade Congress, it would be absolutely impossible for the state Grain Department of Illinois to agree to them. We believe, perhaps, by changing the phraseology of some of the rules and some of the rules themselves it is possible that an agreement might be reached. Mr. Eckhardt, who is here, is the chairman of the grain committee, and perhaps he will be better able to talk to you on this matter than I would, and I would like to ask you to call on Mr. Eckhardt.

Mr. Eckhardt: Mr. Chairman and Gentlemen:—After my appointment as chairman of the grain committee by the president of the Board of Trade Association last January, the Uniform Grade Congress has had the attention of the grain committee a number of times; in fact, we might say it has had the attention of the grain committee at practically all its meetings. We have had during that time and up to date a number of conferences with the state Grain Inspection Department, and the more we get into the rules and the more we endeavored to demonstrate by practical methods what these rules mean, the less we were satisfied with their application so far as handling grain in the Chicago market is concerned. I feel free to say, although it may be a disappointment here, that so far as I can see—so far as our committee can possibly judge from these rules as they stand today—they will make a very bad misfit with the Chicago rules, and we do not see how they can consistently be adopted by the Board of Trade and recommended by the Board of Trade to the state grain inspection department without a great many changes.

While it may be true, as some gentleman said a while ago, that these rules are the result of a great deal of effort—and I do not doubt there was a great deal of effort expended to bring about uniform rules and, perhaps, practical rules—yet the rules, as they stand today, to my mind, are not practical for the inspection and grading of grain as it comes from the country into a market like Chicago. Nor are they practical from my standpoint, and as far as I can judge, for handling the grain out of the market.

If it is necessary to go into details we could perhaps show you by practical demonstration how these rules work out. First of all, in the rules for wheat there is perhaps no great difference. It may be possible yet to shape up our rules, so far as the inspection of wheat is concerned, in a way so it might be acceptable, and yet I do not see how the rules that apply in Chicago, on the present working of the markets in the Northwest, could be applied there, particularly in Spring wheat. My understanding of the rules, so far as Winter wheat markets are concerned, is that Chicago is practically more on a uniform and equal basis on grades than any other market handling Winter wheat. I may be flattering myself a little in saying that, but I do believe it.

When we come to the grades of oats or the grades of corn we spent a great deal of time and a great deal of effort to find out exactly what the rules mean. Long before this Uniform Grade Congress was called to order for the first time, the Chicago market, through its grain committee, endeavored to demonstrate, by taking samples of corn from various sections of the country from which they were shipping to Chicago, including Nebraska and Kansas, to demonstrate the actual percentage of moisture that would safely carry in No. 2 corn. The committee at that time was somewhat divided as to the advisability of applying a moisture test. I may say further the state Grain Inspection Department hardly coincided with our views that it would be practicable. Nevertheless, after a number of investigations and a great deal of patient effort to learn what was a fair test, we did adopt a test for moisture which we still believe is the proper test. It was worked out very carefully the first year, and it has been checked, confirmed and approved in the following years, and to-day is our acceptance of what is the proper test for moisture on No. 2 corn and what we believe should be the proper basis on No. 3 corn.

So far as applying the percentage test for damaged corn in a ear of corn, I think it is just as impossible as it is to apply Chicago inspection to corn handled direct from farmers running into a country station. It simply is impracticable. You may have one ear of corn grading No. 2 that will have every appearance of—in fact, is No. 2 corn on any market, harring, possibly, those which have to-day accepted the uniform grades. You will find on close examination that that ear contained a percentage of damaged corn far in excess of anything provided for in the uniform rules. You may take another sample of corn with one-half the number of damaged grains and put it before you and everyone of you will say in a moment, "That corn is not entitled to grade No. 2. It is No. 3—possibly very close to No. 4." For those reasons—simply one instance of what I intended to say—the rules, so far as corn is concerned, cannot apply in Chicago, in my opinion.

We will go further: In the application of the moisture test on corn the Uniform Grade Congress recommended a certain moisture test during the months, I think, of November up to and including

April, and a more moderate test covering the summer months. It is the experience of our committee and of the Inspection Department here that after a certain time in the spring, depending wholly on weather conditions, the question of moisture does not cut any figure at all. Therefore, so far as the question of moisture is concerned, after you have got past a certain season in the spring, it doesn't cut any figure in the inspection, and it doesn't make any difference whether you make it 15½, 16 or 17 per cent, the corn will all be below 15½ per cent. It seems to me far more wise that some specific moisture test should be fixed—something partially acceptable to the trade—which should be one and the same all the year round. In fixing the moisture test in your No. 3 corn in your uniform rules, you have fixed the percentage for even the winter months at 17. In my opinion that moisture test is absolutely too low, and would insure to you in the winter time but one grade in the corn—No. 2 corn. It is absolutely wrong. It is unfair to the shipper of the corn and it is not right to the man who merchandises grain and buys and sells in any market. So far as applying the maximum test of 20 per cent on No. 4 corn, it seems to me just as wrong. It is absolutely impossible and unfair both to the dealer in the country and the man who handles grain in this market.

In applying further the question of broken corn and dirt, the rule is perhaps a little nearer to what might be considered fair, and yet our committee could not consistently—neither could the State Department agree with our committee—recommend anything to the grain congress on that line.

In the inspection of oats the rules do not differ so very much, but I want to say here, inasmuch as we are talking about oats and the number of grades on oats that our friend mentioned a while ago (something like 60), when you remember the different ways in which oats are handled I think you will have to concede that we probably need a few more rules. The trouble is you have white oats, you have mixed oats, you have clipped white oats and clipped mixed oats, and you have smutty oats. To my mind, this Uniform Congress, if it agrees on anything at all, ought to agree that "sliver" oats be classed as "sliver" oats and nothing else; never should be classified in the regular grades.

Your congress recommended last December some grades of yellow oats. We feel in our market that yellow oats, when they are so distinctly yellow as to cause any effect, or be noticeable, should be graded No. 3 white or No. 4 oats, and be sold on their merits. Practically those grades are grades that are sold on their merits.

I want to say further as to rye, that whereas the disposition of the congress was to narrow the various grades into which wheat, corn and oats should be classed—that is, make a rather narrow margin between No. 2 and No. 3 and between No. 3 and No. 4, and really establish five grades where Chicago has four to-day (which is an illustration of what I mean to say), when you come to rye you only have three grades. This seemed very peculiar to us, because, so far as our market is concerned, four grades of rye are absolutely necessary. We cannot get along without them.

One word further, which may not have been fully considered in the adoption of this uniform grading, and that is, that the state Grain Inspection Department here in the state of Illinois governs the inspection of grain and will make such changes in the inspection as finally, after due conference, seems to meet their ideas of what is best for the interests of the dealers who handle the grain in the West—the Chicago market—in which they practically designate what shall be the proper grade. The Board of Trade cannot alone by recommendation accomplish a change of that kind. It must commend itself to the good judgment of the Railroad and Warehouse Commission and the state Grain Inspection Department. Therefore, so far as the Chicago Board of Trade is concerned, we could not possibly bind ourselves with an agreement to adopt uniform rules.

While I have said a good deal against uniform grades as they are promulgated in this book here, I want to say this, that so far as uniform inspection is concerned, I would like to see a practical inspection on as uniform lines as possible. It may be that the boards in the different markets can agree on what shall be a uniform rule as applied in certain sections and where certain kinds of grain are practically the same in the market, but it doesn't seem to me that uniform rules could be promulgated and carried out in Minneapolis the same as in New Orleans and Galveston, simply because, first of all, the qualities of grain going into those markets are entirely different. Uniform rules might be operated so far as applies to export grain, if that is what Congress means and intends to bring about, but so far as the export business is concerned, it doesn't seem to me that the merchants in the American markets should exercise themselves very much about the welfare of the importer on the other side, whether he criticizes the grades on this side or not, so long as they give to him what he buys. The volume of grain that is exported, in comparison with what you produce and what comes to the primary markets, is rather small. Why should you want to get down to a basis where you can satisfy the foreigner on the grade and make it possible for him to buy on inspection and not on judgment? It seems to me some of the people who are anxious to work under uniform rules are helping the man on the other side who wants to buy wholly on a certificate of inspection, eliminating the responsibility he ought to accept himself in buying grain, without bearing the burden of various officials of state departments, or perhaps government.

A great deal of fear is expressed about federal inspection. Looking at that in a kind of an off-hand way and so far as we have considered it from time

to time, the Chicago market, I think, would not have very much to fear from federal inspection. We have worked under state inspection, and I think we have tried to accomplish through our committees and through the state Grain Inspection Department as uniform a line of grades as have been established in any market. It is true a great deal has been said against Chicago inspection, but at the same time I think, so far as the percentage of justifiable complaints is concerned, it is very small. I know that it is the aim of at least the present department to do all it can to eliminate causes of complaint. It is working with the Board of Trade and with the committee to do the best it can to have a proper application of the rules which exist to-day, and which were recommended by the Railroad and Warehouse Commissioners, and they were recommended a little over a year ago, after a very considerable conference with the trade and representatives from the Illinois grain dealers and others throughout the country. Those rules are not haphazard rules. To my positive knowledge they have been in effect since I have been in business—thirty-three years—changed from time to time to meet the conditions of the trade, and it seems to me to ask the State Inspection Department and the Board of Trade here to give way entirely and make such a radical departure from these rules, developed by so many years of experience, is asking a little too much. Nevertheless, in the spirit of harmony and in the hope that we may possibly get together, we will submit to you some rules, and if they can be agreed on we will say we will be very glad to conform to a fair construction of the rules, but to positively abide by uniform grade rules and not to change those until they are changed by the entire Congress, I don't think we can possibly agree to it.

Representing more directly the export interests than any other delegate who had spoken, Mr. Upshur of Newport News said:

We simply represent the export trade in Newport News. In that regard I would say we would be very happy indeed to see a uniform grade established; that is, if it would uniform and universal so far as the United States is concerned, or so much of the United States as is contiguous to our territory. We would be delighted to have a uniform grade which would apply to all exports from ports on the North Atlantic and Gulf ports, and enable us to stand on an equal footing with the others. But so far as I can see here, New York declines to come in and Baltimore declines to come in. That puts us in a very peculiar position. Baltimore is a leading competitor of New York, and through New York we sell nearly all the grain sold out of Newport News, except in very large seasons, when Chicago and other points sell full cargoes which do not go through New York. So we have been in the habit, in our inspection and other matters pertaining to export trade, of following New York rather than attempting to lead. So I am here more to listen and to find out what is the attitude of the Western country on uniform grades, so we will be enabled to know what our attitude should be on the east coast.

Mr. Upshur referred to a conference called by New Orleans to meet at Old Point Comfort, as a possible means of ending the differences in export inspection.

It having been decided to do the work in committee before passing on the proposed grades as a whole, the chairman appointed the following committees:

On Corn—Chairman, E. M. Wayne; W. S. Cowen, Seth Catlin, H. E. Kinney, C. C. Miles, Fred Mayer, W. S. Upshur, W. N. Eckhardt.

On Wheat—E. H. Culver, chairman; G. A. Wegener, F. W. Eva, Alfred Anderson, J. W. Radford, John Dower, Geo. H. Lewis, Charles B. Pierce.

On Oats—Geo. F. Reed, chairman; S. H. Smith, Wm. Smillie, C. F. Merrett, Samuel McKnight, J. A. A. Geidel, J. J. Keller, J. B. Gillespie.

On Rye—H. H. Bingham, chairman; C. E. Nippert, J. C. Merrill.

SECOND DAY'S SESSIONS.

On Friday, June 21, the first report presented was that of the committee on corn, which was taken up section by section for adoption. At the very outset the percentage system adopted by the first Congress was dropped and the word "reasonably" substituted. This naturally created a debate on the charge of returning to uncertainty. The argument for "reasonably" was simply that it had been so long used as a technical term as to have become practically a certainty; at least, the trade understands its significance so well that it amounts to that. Besides, the percentage of broken grains increases with each handling of the grain, so that taking a given ear of corn that may be handled several times in transit, although the identity may be preserved absolutely, there will be more broken kernels and more dirt in the grain at destination than on starting, and still the corn will be as sound as it ever was. It is

the character of the damage that is most important, not the mere physical appearance of damage. Here is where "judgment" comes into play, and, to deal justly with corn, judgment cannot be eliminated.

Mr. Reynolds suggested that the abandonment of the percentage system was not so unfortunate as it might seem. Fix a percentage of allowable dirt, and the grain delivered from the farm or the elevator will never contain less.

The corn rules, substantially the same as those presented as approved by the Illinois Grain Inspection Department and the grain committee of the Board of Trade, were then adopted as follows:

YELLOW CORN.

No. 1 Yellow Corn shall be 98 per cent yellow, sweet, sound, plump and well cleaned, and should contain not more than 15 per cent of moisture.

No. 2 Yellow Corn shall be 90 per cent yellow, sweet, shall be reasonably clean and should not contain more than 15½ per cent of moisture.

No. 3 Yellow Corn shall be 90 per cent yellow, sweet, shall be reasonably clean and reasonably sound, and should not contain more than 19 per cent of moisture.

No. 4 Yellow Corn shall be 90 per cent yellow, damp, sour, musty or very dirty, and shall not contain a larger proportion of badly damaged corn.

WHITE CORN.

No. 1 White Corn shall be 99 per cent white, sweet, sound, plump and well cleaned, and should contain not more than 15 per cent of moisture.

No. 2 White Corn shall be 95 per cent white, sweet, shall be reasonably clean and should not contain more than 15½ per cent of moisture.

No. 3 White Corn shall be 95 per cent white, sweet, shall be reasonably sound and reasonably clean, and should not contain more than 19 per cent of moisture.

No. 4 White Corn shall be 95 per cent white, damp, sour, musty or very dirty, and shall not contain a larger proportion of badly damaged corn.

CORN.

No. 1 Corn shall be corn of various colors, sour, plump, and well cleaned and should contain not more than 15 per cent of moisture.

No. 2 Corn shall be corn of various colors, sweet, reasonably clean, and should not contain more than 15½ per cent of moisture.

No. 3 Corn shall be corn of various colors, sweet, shall be reasonably sound and reasonably clean, and should not contain more than 19 per cent of moisture.

No. 4 Corn shall be corn of various colors, that is damp, sour, musty or very dirty, and shall not contain a larger proportion of badly damaged corn.

The rye report by Mr. Bingham was adopted unanimously without change or modification, as follows.

No. 1 Rye shall be sound, sweet, dry, clean and free from other grains and shall weigh not less than 56 pounds to the measured bushel.

No. 2 Rye shall be sweet, dry and free from mixture of corn, barley or oats, and may contain not more than 2 per cent of wheat, dirt or foreign matter, and weigh not less than 55 pounds to the measured bushel.

No. 3 Rye shall be sweet, but may contain not more than 1 per cent of corn and barley nor more than 5 per cent of wheat or oats or other foreign matter, and weigh not less than 52 pounds to the measured bushel.

No. 4 Rye shall be rye, damp, musty or for any cause unfit for No. 3.

The oats schedule, reported by Mr. Reed of Boston, was identical with the rules offered by the Illinois department and the Board of Trade grain committee. There was the objection of uncertainty in the words "reasonably" and "natural dirt." As to the latter, the term means the dirt that comes naturally with the grain, such as mustard and other foreign seeds. There was also the warning that comes from all markets and all collections of dealers to the growers of yellow oats, which are nowhere marketable, buyers everywhere discriminating against them. Oats are practically all sold by sample, so that quality counts high, and it is difficult to frame rules that will fit all places and conditions. The rules adopted are as follows:

WHITE OATS.

No. 1 White Oats shall be white, dry, sweet, sound, bright, clean, free from other grain, and weigh not less than 32 pounds to the measured bushel.

No. 2 White Oats shall be 95 per cent white, dry, sweet, reasonably clean, and weigh not less than 28 pounds to the measured bushel.

Standard White Oats shall be ¾ white, dry, sweet, reasonably clean, and reasonably free from other grain, and weigh not less than 28 pounds to the measured bushel.

No. 3 White Oats shall be ¾ white, may be stained or bright yellow in color, not sufficiently sound and clean for Standard White, and weigh not less than 24 pounds to the measured bushel.

No. 4 White Oats shall be ¾ white and include

oats that are very yellow or badly stained, and damp, badly damaged, musty, or for any other cause unfit for a higher grade.

WHITE CLIPPED OATS.

No. 1 White Clipped Oats shall be 98 per cent white, dry, sweet, sound, bright, clean, free from other grain, and weigh not less than 36 pounds to the measured bushel.

No. 2 White Clipped Oats shall be 95 per cent white, dry, sweet, reasonably clean, and weigh not less than 34 pounds to the measured bushel.

No. 3 White Clipped Oats shall be ¾ white, may be stained and bright yellow in color, not sufficiently sound or clean for No. 2 White, and weigh not less than 28 pounds to the measured bushel.

MIXED OATS.

No. 1 Mixed Oats shall be oats of various colors, dry, sweet, sound, bright, clean, free from other grains, and weigh not less than 32 pounds to the measured bushel.

No. 2 Mixed Oats shall be oats of various colors, dry, sweet and reasonably clean, and weigh not less than 28 pounds to the measured bushel.

No. 3 Mixed Oats shall be oats of various colors, reasonably clean, reasonably free from other grain, not sufficiently sound for No. 2, and weigh not less than 24 pounds to the measured bushel.

No. 4 Mixed Oats shall include oats of various colors, that are damp, badly damaged, musty, very dirty, or for any other cause unfit for a higher grade.

MIXED CLIPPED OATS.

No. 1 Mixed Clipped Oats shall be dry, sound, clean, free from other grain, and weigh not less than 36 pounds to the measured bushel.

No. 2 Mixed Clipped Oats shall be dry, sweet, reasonably clean, and weigh not less than 34 pounds to the measured bushel.

No. 3 Mixed Clipped Oats shall be oats of various colors, reasonably clean, and weigh not less than 28 pounds to the measured bushel.

The wheat schedule was the rock upon which the Congress split, if there may be said to have been any split. The report was brought in by Mr. Culver, and was debated "to a standstill"—far beyond the limits of possible reporting here, and in a manner to leave the impression that, so far as wheat is concerned, this Congress is further away from formulating an agreement than was the first. The rules are as follows:

RED WINTER WHEAT.

No. 1 Red Winter Wheat shall be pure red winter wheat, of both light and dark colors, sound, sweet, plump and well cleaned, and weigh not less than 60 pounds to the measured bushel.

No. 2 Red Winter Wheat shall be red winter wheat of both light and dark colors; shall not contain more than 5 per cent of white winter; sound, sweet and clean, and weigh not less than 58 pounds to the measured bushel.

No. 3 Red Winter Wheat shall be sound, red winter wheat not clean and plump enough for No. 2; shall not contain more than 5 per cent of white winter, and weigh not less than 55 pounds to the measured bushel.

No. 4 Red Winter Wheat shall be red winter wheat; shall not contain more than 5 per cent white winter; damp, musty, or from any cause so badly damaged as to render it unfit for No. 3.

WHITE WINTER WHEAT.

No. 1 White Winter Wheat shall include all varieties of pure, soft, White winter wheat, sound, plump, dry, sweet and clean, and weigh not less than 58 pounds to the measured bushel.

No. 2 White Winter Wheat shall include all varieties of soft, white winter wheat, dry, sound and clean, may contain not more than 5 per cent of soft red winter wheat, and weigh not less than 56 pounds, to the measured bushel.

No. 3 White Winter Wheat shall include all varieties of soft, white winter wheat, may contain 5 per cent of damaged grains other than new-burnt wheat, and may contain 10 per cent of soft red winter wheat, and weigh not less than 53 pounds to the measured bushel.

No. 4 White Winter Wheat shall include all varieties of soft, white winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and contain not more than 10 per cent of soft, red winter wheat.

HARD WINTER WHEAT.

No. 1 Hard Winter Wheat shall include all varieties of hard winter wheat, sound, plump, dry, sweet and clean and weigh not less than 61 pounds to the measured bushel.

No. 2 Hard Winter Wheat shall include all varieties of hard winter wheat, dry, sound, sweet and clean, and weigh not less than 59 pounds to the measured bushel.

No. 3 Hard Winter Wheat shall include hard winter wheat of both light and dark colors not clean and plump enough for No. 2 and weigh not less than 55 pounds to the measured bushel.

No. 4 Hard Winter Wheat shall include all varieties of hard winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty.

NORTHERN SPRING WHEAT.

No. 1 Hard Spring Wheat shall be sound, bright, sweet, clean and consist of over 50 per cent of hard Scotch life, and weigh not less than 58 pounds to the measured bushel.

No. 1 Northern Spring Wheat shall be sound, sweet and clean, may consist of the hard and soft varieties

of spring wheat, but must contain a larger proportion of the hard varieties, and weigh not less than 57 pounds to the measured bushel.

No. 2 Northern Spring Wheat shall be spring wheat not clean enough or sound enough for No. 1, but of good milling quality, and must not weigh less than 56 pounds to the measured bushel.

No. 3 Northern Spring Wheat shall be composed of inferior, shrunken, spring wheat and weigh not less than 54 pounds to the measured bushel.

No. 4 Northern Spring Wheat shall include all inferior spring wheat that is badly shrunken or damaged and weigh not less than 49 pounds to the measured bushel.

Rejected Spring Wheat shall include all varieties of wheat sprouted, badly bleached, or for any other cause unfit for No. 4.

SPRING WHEAT.

No. 1 Spring Wheat shall be sound, plump and well cleaned and weigh not less than 59 pounds to the measured bushel.

No. 2 Spring Wheat shall be sound, clean and of good milling quality, and weigh not less than 57½ pounds to the measured bushel.

No. 3 Spring Wheat shall include all inferior, shrunken or dirty spring wheat, weighing not less than 53 pounds to the measured bushel.

No. 4 Spring Wheat shall include spring wheat, damp, musty, grown, badly bleached, or for any cause which renders it unfit for No. 3.

WHITE SPRING WHEAT.

The grades of Nos. 1, 2, 3 and 4 white spring wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring wheat, and contain not more than 5 per cent of red spring wheat.

DURUM (MACARONI) WHEAT.

No. 1 Durum Wheat shall be bright, sound, dry, well cleaned, and be composed of durum, commonly known as macaroni wheat, and weigh not less than 60 pounds to the measured bushel.

No. 2 Durum Wheat shall be dry, clean and of good milling quality. It shall include all durum wheat that for any reason is not suitable for No. 1 durum, and weigh not less than 58 pounds to the measured bushel.

No. 3 Durum Wheat shall include all durum wheat bleached, shrunken or for any cause unfit for No. 2, and weigh not less than 55 pounds to the measured bushel.

No. 4 Durum Wheat shall include all durum wheat that is badly bleached, or for any cause unfit for No. 3.

PACIFIC COAST WHEAT.

No. 1 Pacific Coast Red Wheat shall be dry, sound, clean and free from smut and weigh not less than 59 pounds to the measured bushel.

No. 2 Pacific Coast Red Wheat shall be dry, sound, clean and only slightly tainted with smut and alkali, and weigh not less than 58 pounds to the measured bushel.

No. 3 Pacific Coast Red Wheat shall include all other Pacific Coast red wheat. It may be smutty or musty, or for other reasons unfit for flouring purposes and weigh not less than 54 pounds to the measured bushel.

Note.—Pacific Coast White Wheat shall be graded according to the rules of Pacific Coast red wheat. In case of mixture of Pacific Coast wheat with our home-grown wheat, red or white, such mixture shall be graded as Pacific Coast wheat.

MIXED WHEAT.

Mixed Wheat.—In case of an appreciable mixture of red and white wheat, spring or winter, or durum, or any of these with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating shall be classed as No. 1, 2, 3 and 4 Mixed Wheat, and the inspector shall make notations describing the character.

NO GRADE—GENERAL RULE.

General Rule.—All wheat, barley, oats, rye and corn that is in a heated condition, too musty, or too damp to be safe for warehousing, or that is badly burnt, fire-burnt, fire-smoked or damaged, mixed with garlic, onions, or containing live weevil, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as No Grade and the inspector shall make notations as to quality and condition.

The work of the Congress having come to an end, Mr. Eckhardt of Chicago said:

Before we adjourn I would like to say a word to you. I want to explain to you, gentlemen, first of all, that I have felt all along, in trying to form a uniform grade of rules, that our committee would be probably contrary to the sentiment that is expressed on the Board of Trade always. As often as the question of a uniform grade, or a uniform rule, has come up, as it has many times, there has always been a decided sentiment against it. Therefore, I want to say, that notwithstanding that sentiment, our committee and the inspection department have come here with a sincere desire to try to conform to the expressions that may have been thrown out by this Congress. We hoped we might come to a point where we would all agree. I hoped the rules [offered by the Illinois Department and the Grain Committee] would be accepted in a better spirit than may be possible now. At the same time, I do not want to give so much encouragement to this work on account of the work of the committee on spring and hard winter wheat. We feel very friendly and kindly to you all, and feel that in congresses of this kind these things have got to be thrashed out. Whether they do bring out here and there a little feeling that perhaps we are right and you are wrong, nevertheless, we want

to feel we come here in a helpful spirit. Whether we may eventually agree and adopt these rules, I cannot say at this time. I am glad to have been with you all and hope to have another opportunity of meeting you.

The Congress, having delegated to the secretary the executive work on the Congress in the future, and having passed the usual resolutions of thanks, then adjourned sine die.

RELIANCE AUTOMATIC DUMP CONTROLLER.

The Reliance Construction Company of Indianapolis, Ind., has recently placed on the market a device for controlling the drop of a grain dump which has proven a valuable attachment wherever installed.

It is perfectly automatic, is entirely under the driveway floor, takes up no room in the sink and is easily attached to a rail, platform or dump scale. It has control of the dump from the time that the

AMERICAN GRAIN EXCHANGES' EXPORT ASSOCIATION.

The meeting of representatives of the grain exchanges of the Atlantic and Gulf ports, called for Chicago on June 17, was transferred to Old Point Comfort, Va., on June 25 and 26. The meeting was intended to devise a method for unifying the inspection of export grain, with the double end in view of stopping the complaints on the other side and of putting all ports on an equality. As the grain is now sold on "certificate final" terms, that port gets the most business, relatively speaking, that is able to push the greatest proportion of questionable stuff past the inspector—the system, in fact, is one that tempts the ports to put a premium on dishonesty.

The outlook on the morning of June 25 was not promising. New Orleans was on hand, of course, represented by A. F. Leonhardt, J. K. Legrave and W. L. Richeson. Norfolk was there in the

the transportation facilities at New York, and which, therefore, would not be suitable for other ports. In this way New York made known its objection, not only to the proposed plan, but also to the proposed uniform rules of the grain trade, and as uniformity of rules governing inspection is the basis of the New Orleans plan, it was plain that New York would not consent to follow in New Orleans' lead, but would hold out for a plan of its own, on a compromise.

"Baltimore appeared to be particularly satisfied with its method of inspection, and so did the other ports represented, and they did not indicate any decided willingness to adopt the proposed plan, but the great bugaboo of Government inspection caused the delegates to consider carefully before turning down the New Orleans proposition, and was probably as much responsible as any other one thing in effecting a compromise, which was proposed by Mr. Bernays, of New York. He declared that the conditions at exporting ports in this country are not the only features of the situation, and that the attitude of European buyers offers just so much of a problem. He pointed out that the European receivers had unjustly declared against all American ports, because some American ports do not give satisfaction, and that this phase of the problem is one of the conditions calling for the formation of an association of exporting ports."

In order to bring the matter to a test, Mr. Reed of Boston moved that the Conference go on record as favoring the formation of a National Association of Export Grain Exchanges to handle the situation in America and abroad. This motion was adopted, but the wording of the resolution was considered so important that the Conference adjourned until the next day, after Chairman A. F. Leonhardt had appointed Messrs. Bernays, Reed and Upshur a committee to formulate the resolution.

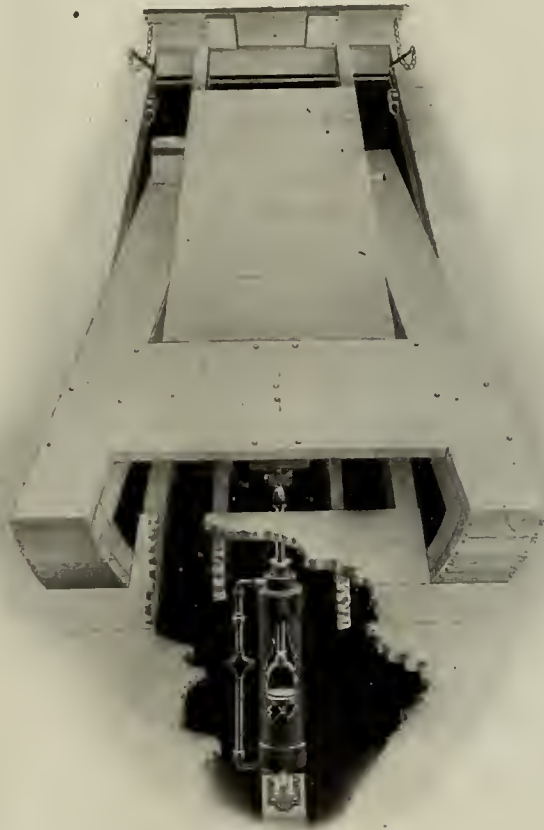
The resolution approved on June 26 was in the words and figures following, to wit:

The representatives and individuals, delegates of the grain exchanges of New York, Baltimore, Boston, New Orleans, Norfolk and Newport News, in conference assembled at Old Point Comfort, on June 25, 1907, declare that it is the unanimous sense of their meeting that an association of such American exchanges be formed, which have an immediate connection with the grain export trade; that such association shall be known as the American Grain Exchanges' Export Association, and shall work as one representative and strongly united body for both the improvement and the protection of the American grain export trade, and that the chairman [A. F. Leonhardt, New Orleans] and secretary [W. S. Upshur, Newport News] of this Conference be empowered to take the necessary steps to provide for such organization.

In voting upon the motion to adopt the resolution each representative took care to announce that he acted only in his individual capacity and merely committed himself to recommending to his exchange the formation of such an organization. The consensus of opinion among those present seemed to be that the adoption of the plan originally advocated by New Orleans must necessarily mean the adoption of a uniform system of gradings, and this it is deemed best to bring about gradually.

The Conference adjourned with the understanding that the delegates on returning home should report to their various exchanges the result of the Conference; and the action, if any, taken by the exchanges should be communicated to the New Orleans Board of Trade, when if favorable another Conference will be called and a permanent organization formed.

Tennessee farmers, in some parts of the state, had to rely on negro women to stack the grain. In Maury County the men were at work in the phosphate mines and it was impossible to get male help at any reasonable price. The women were paid \$1 a day—more than they have ever been able to earn before.



THE RELIANCE AUTOMATIC DUMP CONTROLLER.

trigger is pulled, and causes it to settle down easily and without the least jerk or jar.

In its construction only first-class material is used. The cylinder is made of three-inch seamless tubing, bored true and filled with cold tested dynamo oil. The oil has the same density during cold and hot weather. In the piston head which is provided with cast cylinder rings, there is located an automatic valve, so when the piston is on the upward motion, it seats itself, which forces all the oil out through a one-half inch gas pipe and then returns to the bottom of the cylinder. In this half-inch pipe is located the regulating valve. In its downward motion of the piston this valve in the cylinder-head releases and allows the dump to come up free.

It is said that the device fills a want which the elevator man has experienced for years. Nothing pleases the farmer better than to see his wagon dropped easy, as it prevents damage and there is no danger also of frightening his team.

One of the first of the demurrage claims presented by French vessels for delays entailed by the non-delivery of wheat for making up their cargoes during the freight embargo last spring was passed upon by a board of arbitration at Tacoma, the case being that of the bark *Eugenie Fautrel* against Balfour, Guthrie & Co., the vessel owners claiming \$750 for a delay from April 21 to May 25 in completing cargo. Five similar actions have been brought by French vessels against grain exporters, the total amount of damages claimed aggregating nearly \$50,000.

person of Ray Hodges as proxy for his father, the accredited representative; and W. S. Upshur was there from Newport News. But these were all the authorized delegates. George F. Reed appeared from Boston, but he did not represent his exchange. J. Collin Vincent arrived from Baltimore, but he did not come as an accredited delegate. Ely Bernays was accredited from New York later, and F. G. Crowell, of Kansas City, member of the Hall-Baker Grain Co., was the only other person at the conference. Galveston and Port Arthur, which have recently come into prominence because of the number of complaints made against those ports by European buyers, and which promised faithfully to send accredited delegates, were not represented, and no word was received from them.

"It was apparent when the discussion began," says the Picayune correspondent, "that it would not be possible to succeed in adopting the New Orleans plan in its entirety, because of the fact that Eastern ports are afraid that when everything is made equal too much grain will move through New Orleans and other gulf ports to please the representatives of those ports which have enjoyed the large exports of grain. Representatives of the Eastern ports showed plainly that they were afraid New Orleans will take business away from those old gateways if the Crescent City were allowed to inspect its grain according to the same rules and methods employed at Eastern ports, particularly New York. Therefore, New York was inclined to favor the adoption of rules which took into consideration

OHIO'S TWENTY-EIGHTH ANNUAL.

There are in history the brilliant eras known as the Golden Age, Augustan Age, the Elizabethan Era, and so on, and in the annals of the Ohio Grain Dealers' Association the year just past will without doubt pass down to posterity as the "Mayer Age." For the year has been a most successful one in the history of the organization, and the meeting at Cedar Point, closing the Mayer administration, and the twenty-eighth annual, was well attended and was marked by good papers and the kind of enthusiasm which builds and perpetuates. A two days' program was carried out, the first session being called to order by President Fred Mayer of Toledo at 10 a. m., when Mr. Ryan of the Cedar Point Resort Co. extended a hearty welcome to the visitors, expressing the hope that they would find the time so enjoyable as to come again next year.

President Mayer then read his annual address, as follows:

It is an honor as well as great pleasure to call this meeting to order as your president. I believe the attendance here to-day is the largest the organization has ever had at any of its annual meetings, and I hope you will all remain through the entire session, pay close attention to the various speakers, and join in the discussion following the several subjects taken up.

We have made up a program which I believe is a good one, and while we will follow the program to a certain extent, I want to hear from any member who has anything of importance to bring up. Having been very busy for the past two months, it has been impossible for me to commit to memory what I desire to say, so I have written my speech and will read it, although in doing so, I am reminded of the story of a Scotch clergyman who was preaching on trial before a critical congregation. At the end of the service the clergyman anxiously asked one of the elders how he liked the sermon. "I did not think weel of it," replied the elder. "Why not?" asked the anxious minister. "Weel," said the elder, "there were three reasons. First, ye read the sermon; 2d, ye did not read it weel, and 3d, it was not worth reading." I hope that won't be your opinion when I shall have finished.

Since our last annual meeting we have met once, at Columbus, in October, and while we only had a one-day session it was full of business, and I am sure much good resulted. The corn question was thoroughly discussed. It was the sense of the majority that buying be deferred as late as possible, and I am certain this was a wise move.

Since we met a year ago at Put-in-Bay, I hope you have all had a fair business. I don't believe shippers were caught with as much hot corn as in former years, and I am sure you all did better on your oats than in former seasons. The scarcity of cars has no doubt caused many of you to lay awake nights and possibly some loss, and the only consolation is that shippers in nearly all parts of the country were also suffering. I hope that during the coming season cars will be more plentiful, and that you will all have a great deal of wheat, a nice lot of oats, and a good big bunch of corn to handle.

As stated in our constitution, this Association is not organized for the purpose of making prices or anything of that sort. It states that the object is the advancement and protection of the common interests of those regularly engaged in the grain business, the formulation of rules for the transaction of business, and the promotion of friendly relations among legitimate grain men of the country.

There are many reasons why as an Association we can do more than as individuals. Railroads and legislators pay more attention to a complaint when it comes from an association than from the individual. There is no denying that fact, but the trouble is many of you seem to be bashful and don't come to the Association with your troubles or your suggestions. Your officers are always willing to do what they can to help you out.

There is room for improvement in this Association. We are the oldest, but some of the younger ones are getting ahead of us in membership and in other ways. To show you what the Oklahoma Association is doing I have but to read a statement of their treasurer's report May 1st, which says their total receipts from members for the year were \$3,633. They pay their secretary \$1,500; have an extra clerk that gets \$500, and use the balance of the money for attorney's fees, printing, postage and other items—all to benefit the members. Some of the other state associations issue crop reports. The Iowa goes to a great deal of expense in getting out a monthly report for which they charge non-members \$1 for the entire season, and the reports they issue are of much value, not alone to their own members but to outsiders. We are doing good work for the amount of funds we have to work on, and our secretary has done especially well and is to be commended.

The scoop shoveler seems to be on hand just the same as ever, although it looks to me as though there had not been as many during the past season as in former years. It is too bad that the shipper who has his money tied up in elevator property and a home, and is paying taxes and helping the town

generally, should be obliged to compete with the scoop shoveler who comes today and leaves tomorrow, pays no rent, taxes or anything else. Probably the only way to get rid of him is to have a law passed in the state compelling any one who buys grain and loads it into cars to pay the county so much per day for the privilege of so doing.

Since we last met our state has fallen in line with others in that three agricultural special trains have been run. The first one was in December on the Cincinnati Northern, and the last two were in April on the B. & O. S. W. and Pennsylvania. Good certainly has resulted from these "Specials," as something like 8,000 farmers were addressed and told how they could produce more and better corn, and were also given instructions in regard to the raising of alfalfa. It was my good fortune to be on these trains, and I desire to say that I was very well pleased with the result. The success of these "Specials" is due to Dean Price of the O. S. U., Secretary McCord, to the shippers along the line traveled and the railroads themselves.

This association has done much during the past year. The postponement of the advance in freight rates from April 1st to May 1st was no doubt largely due to the efforts of this association with the help of the Indiana Association and the Railroad Commissioners of the two states.

In December, and also again a week ago, I represented this association at meetings of the Uniform Grade Congress, both of which were held in Chicago and were very largely attended. As your representative I worked for the adoption of uniform grades, and so did many others, but it is a very difficult matter to get all markets to agree on grades, and, while we will not have uniform grades this summer, I believe much headway has been made in the matter, and that



EX-PRESIDENT FRED MAYER.

with one or two more meetings all markets will fall in line and adopt them.

We have been assisted a great deal during the past year by the work of the Grain Dealers' National Association, also the Ohio Shippers' Association, and I am sure we appreciate it, and that you all join me in wishing these two associations continued success.

There are many more matters I could speak of, but will leave them for our worthy secretary, the parties on the programme and yourselves. I hope you will all have a good time here, get better acquainted with your fellow shippers and remain until the last matter of business is disposed of.

Secretary McCord made his report, showing seventy-nine in good standing as regular members; 186 in good standing as affiliated members; with 71 in arrears, making a total of 336. All the affiliated associations were in good shape. The Claim Bureau had been doing good work, and in the matter of insurance, losses had been light. The report was accepted and filed.

President Mayer then appointed the following committees:

Resolutions—E. W. Seeds, J. L. Doering, Carl Baer, E. F. Leinhard, J. W. Long.

Auditing—A. B. Gramlich, Reed Dunlop, W. W. Cummings.

Nominations—C. B. Jenkins, George Lamb, H. W. Robinson, H. S. Grimes, Grant McMorran.

The president read letters of regret at not being able to attend the meeting and good wishes from Charles England, Baltimore, Md., president of the Grain Dealers' National Association, and E. M. Wasmuth, Roanoke, Ind., president of the National Hay Association.

J. P. McAlister of Columbus, Ohio, introduced the question of crop reports, stating that he thought crop news should not be held back by the government, but distributed at once, as soon as received by agents collecting the news. There should be less secrecy about the reports. In the manner they were now distributed the larger operators were able to obtain them first, which was manifestly unjust to the small dealer, who

was entitled to the news with equal promptness as the larger dealer.

Mr. H. S. Grimes of Portsmouth said that the government crop reports were so much better to-day than they were a few years ago that he had commenced to believe in them. Anyone, he said, could get the crop news by writing the Secretary of Agriculture for the report.

Following Mr. Grimes remarks an adjournment was taken for luncheon.

WEDNESDAY AFTERNOON.

The Wednesday afternoon session was called to order at 1:30 p. m. by President Mayer, who introduced ex-President T. B. Marshall of Kirkwood, Ohio, who read a paper on "The Grain Trade of the Olden Time, by one who helped to blaze the way," which will be printed in the next number.

Chas. B. Jenkins of Marion, Ohio, read a paper on the subject, "From whence did we come and whither are we going?"

E. W. Seeds of Columbus, Ohio, made an address upon the subject, "The relation of shippers and receivers to common carriers and the work of the Ohio Shippers' Association." Mr. Seeds told what had been accomplished and the great improvement in conditions since the Ohio Shippers' Association was organized.

Mr. Seeds was followed by H. S. Grimes, president of the Ohio Shippers' Association, who said he regarded the present meeting as the best one that had been held, and that the organization had accomplished great good to the dealers in grain. Numerous organizations had sprung from the Ohio Grain Dealers' Association. About 265 Ohio associations have sprung up since ours began, and we are practically the father of the Ohio Shippers' Association. To-day there is one item alone that pays you twenty times what you pay into this Association. You are getting your insurance for 30 per cent less than you paid before our organization. The Ohio Shippers' Association, as an offspring of the Ohio Grain Dealers' Association, has also taken care of your interests.

J. W. McCord said he wished to supplement the remarks just made by adding that the Ohio Grain Dealers' Association was so strong that when the committee from the Ohio Shippers' Association wanted a good man to take charge of their affairs they had to come to the dealers for him and selected Mr. Seeds. They also had chosen their president from the Grain Dealers' Association.

A. E. Clutter of Lima, Ohio, and Los Angeles, Cal., made a short talk, in which he invited all the dealers to pay him a visit when out on the coast. The meeting then adjourned.

THURSDAY MORNING—SECOND DAY.

Immediately following the call to order by the president, Homer C. Price, dean of the College of Agriculture and Domestic Science, Ohio State University, made an address on "The Farmer and the Grain Dealer." On its completion a resolution was adopted, made by Mr. Grimes, that a vote of thanks be extended to Mr. Price for his very able address.

L. H. Goddard of Wooster asked the Association to appoint a committee which should keep in touch with experiment stations looking to more effective work on the lines of seed selection and crop improvements. He spoke upon the Corn Exposition to be held in Chicago October 5 to 19, and said that Ohio would be there and would make an exhibit. They needed the co-operation of the grain dealers as much as possible in order to make the Ohio representation a success.

Henry L. Goemann read the following paper:

The subject assigned me, "The Grain Trade," is a big, as well as an interesting one, and I regret that I have not been able to give the subject the attention it should have received. I have been away from home ever since I was advised by Mr. McCord that I was expected to address you here to-day, and I trust, therefore, if I fail to do the subject justice that you will be lenient with me and overlook it.

I am glad to note that the handling of grain at country points is gradually working to a business basis and is not being carried on in the haphazard way of the past. Through associations, both state and national, there have been inaugurated improvements which have been of vast benefit to grain dealers everywhere, and especially to the country shippers.

First, the country dealer has learned that he must have a margin in doing business and that he cannot afford to pay more than it is worth and not to pay No 3 price and to take any old grain the farmer delivers, and then be compelled to speculate and hold for advancing market to get out even; or to expect a better grade at terminal market than the grain is entitled to.

Through meeting their competitors at meetings of the association the dealers have become better acquainted and been able to get together for mutual good, and also to realize that their neighbors and competitors are good fellows and willing to meet them half way.

At terminal markets improvements have been brought about in that the inspection is now fair and just and discounts on off-grades are not so severe as formerly, owing to the installation of improved machinery to properly take care of same, such as cleaners, clippers, driers and purifiers.

The National Association has been active in the matter of uniform grades of grain for all markets, and two meetings have been held at which delegates from the leading exchanges were present, and I believe it will not be so very long in the future when we will have uniform phraseology, as well as grades.

The weights are also on a more satisfactory basis as at most elevators cars are now weighed in hopper scales in one or two drafts to a car and no dockage taken as formerly, and if proper care is taken to load good cars and to properly cooper them, very few complaints on shortage will be made.

The car situation the past season has been a serious one and the inability of the railroads to furnish cars promptly has forced heavy losses on shippers, but it seems to me that we have gone through the worst of it and that the railroads will be able in the future to take better care of their customers.

In the building of new cars of large capacity and which the roads will insist on being loaded heavily, the small shipper, and also buyer who has limited storage room, will suffer; but it will mean that they will have to increase their facilities so as to be able to handle these larger cars.

In the matter of demurrage good progress is being made, and in Ohio the Railroad Commission has put into effect a ruling that all receivers or shippers of carload freight can have the benefit of average monthly settlement of car service and which to my mind is just and will also hurry the loading and unloading of all cars. In the East this average agreement is also being generally used; this is reciprocal in a way, but is not in accordance with reciprocal demurrage laws as passed by some states and as generally advocated.

The interstate commerce law, as now in force, is a decided benefit to all grain shippers and has put everyone on an equal footing, while there are many points in the law which will have to be adjusted and which will be straightened out in time. The commission is doing all in its power to simplify matters and to assist shippers all it can. Some of the rulings will, no doubt, be modified after proper arguments are presented to them and showing that a broader construction is necessary.

I also believe that they will finally put into effect a uniform bill of lading with common law liability and making the initial carrier liable to the shipper for all claims.

After completing his paper Mr. Goemann read the following original poem:

TELEGRAPH TO THEODORE.

If the ship of state needs caulking,
Or the lion's tail a twist;
If the Senators are baulking;
If a silver spoon is missed;
If there's a plague in Honolulu;
If there's trouble in the cup,
Why, just write to Mr. Roosevelt
And he'll fix the matter up.

If they lynch a coon in Texas;
If the Green Bug's in the wheat;
If there's anything to vex us;
If you're troubled with cold feet;
If your dinner isn't ready;
Or you're feeling rather dry,
Send a telegram to Teddy,
And you'll get a bot reply.

If there's too much rain in Kansas;
Or it's dry in Tennessee;
If a summer cyclone fans us;
Or if Towser has a flea;
If your sweetheart proves too fickle;
If you want to know the score;
If you get a punctured nickel—
Drop a line to Theodore.

If they need another member
Of the Ananias club;
If you're sunstruck in December,
Or you're suffering for grub;
If the railway rates soar higher,
Or the beef trust gets too gay,
Ring up Roosevelt on the wire
And there'll be the deuce to pay.

If the Stork don't visit Alice;
If we lose to the Maroons;

If Ben Tillman's full of malice;
Or Maria's full of prunes;
If the troops shoot up a city;
Or you cannot pay your rent,
Take a lesson from this ditty—
Write to Roosevelt, President.

If there's scandal in Peoria;
Or the city's filled with graft;
Or if Stoner tells his story;
Or they're knocking on Bill Taft;
If a panic hits the nation;
Or they loose the dogs of war;
Or if God needs a vacation—
Let him trust in Theodore.

Mr. Jenkins moved that the matter referred to in Mr. Goemann's paper be referred to the committee on resolutions for action. The motion carried.

A. B. Beverstock of Lexington told what they were doing in Richland County to induce farmers to clean their grain and along this line read a paper to be printed in the next number.

E. F. Leinhard of Bellevue read a paper on the subject, "The Country Grain Buyers' Prosperity."

Grant McMorran of St. Paris, who had pre-



PRESIDENT A. B. BEVERSTOCK.

pared a paper on the subject, "What should the Shippers do when the Railroads are unable to furnish Cars?" was obliged to leave before the session ended, and his paper was read by C. B. Jenkins, as follows:

WHAT SHOULD THE SHIPPER DO WHEN THE RAILROADS ARE UNABLE TO FURNISH CARS?

The subject is one of much importance and interest to each shipper and receiver of grain throughout Ohio. In fact, it has become a national question and occupies our great men's thoughts and influences their actions. For me to give you a clear and complete answer how to overcome the difficulties this great question involves, will be an impossibility. It is a hard proposition for any one mind to solve; and although it is possible for one mind to solve it, yet it is impossible for one man to put it into operation. One man may have an idea which will relieve the whole situation, but have no one to back up his idea or put it into operation.

What is in need these times is united effort. The one-man day is gone. We now live in a day of combinations and associations. Our lives are not exactly as we make them, but as some great syndicate, trust or corporation sees fit to set the pace. We trail along and catch a few of the flying particles that fall from these great commercial enterprises, and with a firm and resolute mind we denounce trusts, combinations and associations, and express our desire to go back to the time when we controlled our own business and were the King Bees of the vicinity in which we lived and wished to control. Our minds run back to those happy days when some of us were the whole association and combination; when the general freight agent of the railroad dropped into our office and helped us to do our neighbor; when he made us a rate of 2 cents per 100 pounds less than our competitor had, five miles down on the same line of road, and furnished cars sufficient to take care of all the business at our point and all points adjoining us.

Where are we standing to-day? Our business individuality has been taken from us. Our grafts with the railroad have ceased; our good old freight agent is dead to us; and instead of going over the country giving some of his old friends cut rates, his old friends are calling upon him in his office asking him

to intercede with the superintendent in their behalf, so that they may get their equal portion of cars. They think that the man at the point five miles down the road is getting more than his share. At least, he is shipping more grain than he ever did before. In fact, the fellow is making some money; his wife and children are as well dressed as ours; and we don't see how this come about—it never was so before.

Brother dealers, let's look at things as they are for a moment; and then I will endeavor to get at my subject. But in order to prepare some of you for the subject, I must endeavor to get you ready for the treatment. We all have the symptoms; so I believe I will diagnose the case as selfishness. It is an awful disease, and some of us have had it so long that our lives are despaired of. Yet it won't make much difference to the world or our neighbors when the undertaker has the pleasure of getting his portion of our selfish accumulation. Some of you, who think you haven't the disease, may have the symptoms. It's not hard to tell them after you know what they are. I am going to tell you some of them that belong to the stage of the disease known as the "grain and milling business." (Of course, the millers now have a special course of treatment, and from what I can learn are in better health than they used to be.) Your first symptom is this: Your competitors are all desperate fellows, not one of them can tell the truth, and you don't want anything to do with them—they are bad. Symptom No 2. I think every farmer tells me the exact truth about my neighbor competitors. Symptom No 3. I am going to force all of them to make assignments; not enough territory for all of us anyway.

Now, gentlemen, if you have this feeling, you had better commence to look around for help, for you are surely in the middle of a bad fix, and to go further on under such conditions you are likely to run against conditions you are not acquainted with, and the result is you will go smashed. Take the treatment, brother. It is easy to take. It will make you a better man; it will make your life easy, your home pleasant; your competitor your bosom friend, and in the end eternal peace. If I am to tell you what to do when the railroads are unable to furnish cars, I must tell you what to do before you are in a condition to receive the blessing. The first thing to do is to wipe out the disease selfishness. Then the treatment is an easy one to take. If you will follow these instructions I will insure you permanent relief and eternal satisfaction.

Join your local association and do your duty; attend the meetings; be one of the working members; sit on the front seat; and when any of your competitors has anything to offer for the good of the association, or the cause of the trade, lend him your influence and support. Have all your members join the state association; it's doing a world of good. If you are affiliated with the state, you will be a power for good. All along the line your influence will be felt far and near; it will drift to the legislative halls at Columbus, and from there to the legislative departments of our great government at Washington. When this is accomplished, you will stand on the broad field of usefulness, which always brings wealth and happiness.

Now you are in a condition to listen to my subject, and you will be surprised to know how easy it is to accomplish so much when you are associated together and every man is pushing in the same direction. It takes associated effort these days to accomplish much. It takes genuine pluck to back up a complaint in any court of justice. It takes management, foresight, tact, and work to accomplish any undertaking especially one where a railroad company has to be shown the error of its way. It takes men who can come out from behind their selfishness and join in with their neighbors and make the railroad companies obey the law. It sometimes takes the efforts of all the local and state associations, the Ohio Railroad Commission and attorney-general to even get a railroad company to look your way. But they look finally, and after they look once it is surprising to see how quickly they take notice thereafter.

Brother Shipper, if you put yourself under the right conditions you will get what you want. You have all the law in Ohio you need to enforce your rights, and you have a railroad commission who will listen to your complaints as a mother does to her child's troubles, and if they can't get you relief, they will ask the attorney-general of Ohio to investigate the cause in your behalf. If your complaint is a fair and honest one, you will get relief and get it quickly.

I know this to be fact. Our Association has just passed through the experience. We brought a certain railroad company in this state to look our way, it never did before. It is surprising how it likes our looks. It commenced looking after our interests the evening of the same day of the hearing before the attorney-general, and it is still looking after us.

Write your troubles to Uncle Joe McCord. Go up to Columbus and talk it over with him and let him present your troubles in writing to the Ohio Railroad Commission to bring it before the attorney-general. You will be surprised how the commission and the attorney-general, with your united efforts, will relieve a car panic. Don't abuse the minor railroad officials; they are not to blame. Go after the president and general manager. When they act, you get results, and very promptly; for they usually have the facts brought out by the investigation in such a manner as to show them that their rights under the laws of the state and under the rules of the Commission will be protected, but nothing more. Brother Shipper, you have just what you need and all you need. Join the local and state associations and help those who are protecting your business interests every day. Don't be a sponger and a drone. You are reaping the benefits of this association work every day in the year in some way. It has become a part of your

business; let it go down and you will see how soon many laws will appear upon the statute books of this great state that will conflict with our shipping interests.

And in everything we do, let's not be selfish. Let us remember we must not ask the railroad companies to do unreasonable things. Let us ask them in the proper spirit, and in many instances our favors will be granted, always remembering that they too are expected to be governed by such laws as are made to govern them. Be careful not to ask unlawful accommodations. The way to make men honest is to be honest in your requirements and purposes.

Our association, in connection with the Ohio Agricultural Experiment Station and the Ohio State University College, has been the recipient of special favors at the hands of the railroads of Ohio. In the past nine months, which have been of great service to us as an association, they have been kind enough to furnish us three free trains to go over the larger part of this great state, and impart to the farmers the very best information that our excellent talent could give on the subject of the culture of corn and alfalfa. I believe when the importance of this work is fully appreciated by the dealer and farmer alike, that every railroad in the agricultural part of the state will see the importance of running these agricultural specials.

On the completion of the paper Mr. Jenkins made a short talk on the benefits of the organization, urging dealers who were not members to join, after which the session adjourned.

THURSDAY AFTERNOON—FINAL SESSION.

The afternoon session opened with an address by Chas. McIntire of the Farmers' Institute, Chancellersville, on the subject, "What the Ohio Grain Dealers' Association can do for the improvement of Ohio grain."

A vote of thanks was tendered to Mr. McIntire for his address, on motion by Mr. McCord.

The "Grading of Grain" was the subject of an address by E. H. Culver, chief grain inspector of Toledo. Mr. Culver said that keeping corn in condition was quite as important as increasing the crops, and that grain men should take more care to build their corn cribs in such manner that corn would keep. He then read the rules as adopted by the Uniform Grades Congress, which he hoped would go into effect before the next crop of wheat.

Mr. Cunningham, editor of the Ohio Farmer, spoke upon the advisability of publishing a series of articles in his paper covering different phases of the corn question, as they had been brought up during the afternoon, and said that he would publish such articles and mail to farmers if dealers would send him the names of all those in their locality whom they wished to interest.

John D. Shanahan of Washington, on the program for a paper on "Grain Standardization," was unable to be present. His place on the program was taken by E. W. Seeds, who also gave demonstrations of the determination of moisture in grain by the apparatus recently adopted by the Agricultural Department.

The report of the nominating committee was then read by C. B. Jenkins of Marion, as follows: President, A. B. Beverstock of Lexington; vice-president, Charles E. Groce of Circleville; secretary-treasurer, J. W. McCord of Columbus. Governing board—P. H. Harsha, Portsmouth; Jos. Coppack, Fletcher; Reed Dunlop, Alger.

On motion by Mr. Grimes the report was adopted and the election of the various candidates was made unanimous.

Each of the newly elected officers made short addresses of acceptance.

E. W. Seeds read the report of the committee on resolutions. It was adopted as follows:

CAR SERVICE.—Whereas, Certain railroads of the country have established a limited car service pool which allows a very broad use of the cars controlled by such pool; therefore

Resolved, That we request all roads carrying grain within or from this state to so arrange their car service that any cars may be loaded to any point and be "at home" and available for service at any point.

CORN AND ALFALFA SPECIALS.—Resolved, That we tender our thanks to and express our appreciation of the active and valuable assistance of the Ohio Agricultural Experiment Station and the Ohio State University in the running of the so-called "Corn and Alfalfa Specials" over three prominent railroads during the past year; and to the Cincinnati Northern, the Pennsylvania and B. & O. S. W. railroads for their hearty co-operation in this valuable work.

That we commend these specials to all other roads of the state traversing grain-growing districts, believing that they are a most effective method of disseminating such information as will lead to a material improvement in both quality and quantity of grain produced; and we hereby request our officers to arrange for as many of these educational trains during the succeeding year as may be practicable.

We also request all members to use their efforts to promote annual corn shows wherever opportunity offers, believing that these also serve to educate in the line of better grain production.

TOLEDO QUOTATIONS.—Whereas, Toledo is the market for a large part of our membership; and

Whereas, It is absolutely necessary in using this market that we be fully posted on prices of the various grains prevailing there; and

Whereas, The Associated Press does not at the present time quote Toledo market; therefore, be it

Resolved, That we, the Ohio Grain Dealers' Association, in convention assembled, hereby request the Associated Press to make the necessary arrangements and see that the closing prices of the Toledo grain market are quoted in all the newspapers in Ohio connected with said Associated Press, and that a copy of these resolutions be sent to the main office of the Associated Press.

SCOOP-SHOVELING.—Resolved, That we condemn the practice of scoop-shoveling and request all members to assist in its suppression.

RECIPROCAL DEMURRAGE.—Resolved, That it is the sense of the Ohio Grain Dealers' Association



DIRECTOR REED DUNLAP.

that our legislative committee be instructed to urge the Ohio legislature, at its next session, to pass a reciprocal demurrage bill which shall require the railroads and transportation companies, when they have contracted to perform a specific service, or have accepted instructions to perform such a service, to do so within a reasonable time and, upon failure, to pay to the party in interest a reasonable penalty for such failure.

GRADING OF GRAIN.—Resolved, That we favor the grading of grains in all the general markets on a definite percentage basis, in so far as it is possible to do so, and with as nearly uniform percentages as practicable.

Resolved, That we commend the work of the Uniform Grade Congress at its meeting in December last, and request our delegates to the next meeting of the Grain Dealers' National Association to urge that body to take such action as in their judgment will best facilitate the adoption by the different grain exchanges of the country of the rules promulgated by that Congress, with such modifications of the percentages named therein as later experiments may have shown to be advisable.

Resolved, That we suggest to each member of this association to provide each elevator he operates with the necessary apparatus for making such percentage tests, to the end that he may know the exact quality of the grain he ships and of the grain he buys; and, further, that he may be able to show his farmer customers definitely the kind of grain they are delivering to him.

OFFICERS.—Resolved, That we hereby express our thorough appreciation of the energetic, untiring and valuable service of our president, Mr. Mayer, during the past year, and heartily congratulate him and ourselves on the success of the present meeting, the largest and most enthusiastic for years, and which success is, we believe, due almost wholly to his personal efforts.

Resolved, That we commend the excellent and painstaking service of Secretary-Treasurer J. W. McCord, and present his name to the body for reelection regardless of what the action of the nominating committee may be—"We couldn't do without him."

THANKS.—Resolved, That we hereby tender a vote of thanks to The Breakers and the Cedar Point

Entertainment Company for the excellent entertainment and uniform courtesy extended to us and express to them our appreciation of this place as a most desirable one for holding our annual meetings.

CORN EXPOSITION.—Resolved, That we commend to our members favorable action with reference to the National Corn Exposition to be held in Chicago in October next, and request them to use every available opportunity to promote the interests of that exhibition and make its educational features as valuable as possible to the corn-producing sections of Ohio.

FREIGHT ADJUSTMENT.—Resolved, That it is the sense of this meeting that the recent advance in freight rates of two cents per hundred on grain from points in Ohio, Indiana and Michigan is detrimental to the best interests of this section, is discriminating, unjust and unreasonable.

It has been customary in the past to reduce grain rates during the period of lake navigation, and therefore keeping this section on a parity with the West and that this advance from this territory only takes away this old basis which has been in effect for years, and we therefore respectfully petition that the old basis be reinstated.

The meeting then adjourned.

THE WAVELETS OF THE CONVENTION.

On and on and on—C. B. Jenkins.

The Buffalo market was represented by A. T. Ward, of Townsend-Ward Co.

Only one representative present from the Chicago market—Otto Waitzman, with Rosenbaum Brothers.

It was reported that wives of members thought it remarkable this year that there were so many committee meetings.

Philip G. Hunker, Jr., explained all about Kennedy's Paper Car Liner and how to use same to avoid leakages in transit.

The neighboring city of Cleveland sent H. M. Strauss, of H. M. Strauss & Co.; T. C. Cain, representing E. I. Bailey & Co.; Ted Abel, of Abel Bros.

From Columbus there was E. W. Seeds, J. W. McCord, Jos. P. McAlister. From Piqua, Harry W. Kress. From Indiana, W. B. Foresman, of Crabbs, Reynolds, Taylor Co., Crawfordsville; C. W. Pierce, Union City. Cincinnati, Ohio, C. G. Emerich, of Interstate Grain Co.

The machinery interests were looked after by A. S. Garman, with Huntley Mfg. Co., Silver Creek, N. Y.; B. D. Heck, of the Philip Smith Mfg. Co., Sidney, Ohio; W. J. Reynolds, with Avery Scale Co., Milwaukee, Wis.; Charles Beatley, representing the Richardson Scale Co., New York, N. Y.

Both the Philip Smith Mfg. Co. of Sidney, Ohio, and Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis, Ind., without doubt measure up to a high standard of excellence, as B. D. Heck of the former and Charles O. Peters of the latter distributed celluloid rulers and tape measures among the dealers.

Toledo always shows up well at the Ohio meeting, and from this market there were Chief Grain Inspector E. H. Culver, Fred Mayer, Charles Knox, W. W. Cummings, Henry D. Raddatz, John C. Keller, H. L. Goemann, H. W. Devore, Harry Cuddeback, Kent D. Keilholtz, Arthur Gassaway, secretary of the Produce Exchange.

The East was well represented, there being present from Baltimore—J. B. Wm. Hax, of G. A. Hax Co.; H. E. Elgert, representing J. A. Manger & Co.; Oscar M. Gibson, with C. P. Blackburn & Co.; Pittsburg—H. G. Morgan, J. A. A. Geidel, of D. G. Stewart & Geidel; Harry C. May, of Edward May & Sons; F. L. Davis, representing Herb Bros. & Martin.

Grain men at Cedar Point were H. S. Grimes, Portsmouth; Earl C. Bear, Hicksville; Reed Dunlop, Alger; E. P. Leinhard, Bellevue; H. S. Heffner, Circleville; C. E. Groce, Circleville; J. Taylor, Ashville; J. W. Channel, Malvin; Roy Boles, Circleville; Quinby Climer, Chillicothe; W. A. Dole, Willshire; C. B. Jenkins, Marion; J. D. Spangler, Defiance; J. M. Garrison, Blanchester; H. J. Weaver, Galion; J. F. Stover, Galion; L. F. Hammond, Stanley; J. M. Dewees, Montezuma; F. H. Owen, Marion; C. H. Pfafenbach, Elmore; E. M. Dull, Celina; R. Turner and Ben Turner, Avery; C. M. Myers, Lockbourne; Emery Thier-

wechter, Oak Harbor; Grant McMorran, St. Paris; L. C. Warden, Lorain; A. B. Beverstock, Lexington; R. Heath, Shelby; G. O. Weimer, Rosewood; G. W. Lamb, Hooper; D. F. Taylor, Ashville; W. S. Snyder, Kenton; N. F. Kochensperger, Thornville; A. K. Kerr, Bellefontaine; L. F. Anderson, Anderson; W. T. S. Kile, Kileville; P. H. Harsha, Portsmouth; E. F. Custerbolder, Sidney; C. B. Herr and O. T. Rozelle, Troy; H. W. Robinson, Green Springs; T. B. Marshall, Sidney; Joe F. Coppack, Fletcher; H. O. Barnhouse, Raymond; John Vocke, Napoleon; J. L. Doering, Antwerp; Wes Hardman, Cable; J. B. Van Wagner, London; J. W. Long, Florida; Chas. Shuler, McComb; C. P. Bauman, Canal Winchester; H. W. Wolfley, Prospect; S. S. White, Bucyrus; Kirby White, Harrod; J. J. Friedley, Attica; T. A. Paine, Springfield; C. S. Coup, Toledo; J. S. Calkins, Jewell; C. L. Maddy, Perrysville; J. C. Ward, Plymouth; C. C. Cline, Morral; Jos. Hermiller, Ottawa; A. T. Cline, Mansfield; W. C. Long, Convoys; E. C. Marshall, Delphi; J. Burkholder, Delphos; C. F. Barnhouse, Upper Sandusky; Myron A. Silver, West Jefferson; C. N. Adlard, Piqua; G. D. Woodman, Sandusky; W. A. Wheeler, Fremont.

THE REVERSE SIDE.

While the June wheat boom was on the flash papers were filled with wild guesses as to the "winnings" of the bulls, not only in the great central markets, but in the country. "Boy Brokers" were photographed in the act of depositing their wads, big brokers were sent to Europe with sensational accompaniments and belongings; and all the glamor of successful "gambling" was employed to add gloss to a bull movement that in itself was sensational in the extreme.

But there is another side. All speculators did not "win." From an interior Wisconsin town comes the announcement that the cashier of the First National Bank was a defaulter to the extent of \$40,000—on the wrong side on the "board of trade." The newspaper report says: "It is expected that a portion of the bank's funds can be secured from a Chicago grain broker with whom Mr. Cashier has had transactions. Bonds in the possession of the cashier, bought with the bank's cash, have been turned over to the directors, and are practically all of the cashier's assets. The sum to be made up will be about \$28,000." Under the rule of previous decisions the bank has a good case to mulct the commission men if it can show the cashier used bank's funds in his operations.

From the same state comes another announcement that a "clerk of the municipal district and juvenile courts for eighteen years, was arrested this afternoon on a warrant charging him with the embezzlement of \$30,000 of the funds belonging to the court. When brought to the police station by his brother, his deputy, the clerk admitted his guilt. The shortage is in the bail money, which is placed in the hands of the clerk of the court. He is required to hold such sums two years, when, if not reclaimed, they should be turned over to the city treasurer." He, too, was on the "wrong side."

At Mystic, Iowa, the manager of a lumber company shows up \$5,600 spent on his accounts and debts to others. He is twenty-four years old and has a wife; but on July 1 he disappeared.

New trackage is being provided at West Nashville, Tenn., for hay and grain cars. Six railroad scales have been put in.

Two samples of new wheat—one from Maryland and the other from Virginia—were shown on June 24 on the floor of the Baltimore Chamber of Commerce. Both were fine specimens of cereal, indicating that the wet, cold spring did not damage this crop. One specimen came from Frederick County, Maryland, and the other from a farm in the vicinity of Norfolk, Va. The harvest has been several weeks behind time.

THE NOTH-SHARP-SAILOR CO.

"There is luck in odd numbers," it is said, so it is a foregone conclusion that the Noth-Sharp-Sailor Company, 1329-30 Monadnock building, Chicago, will be prosperous. It is a firm but recently organized and composed of three bright, energetic young men who have had all the experience necessary to place themselves in the front rank at once as a mill and elevator supply establishment.

The business of the firm will be to act principally as consulting engineers and as purchasing and manufacturers' agents. George J. Noth, president of the concern, is known to the milling trade through his present connection as agent for the S. Howes Company of Silver Creek, N. Y., and earlier with the Invincible Grain Cleaner Company of the same city. He hails from Davenport, Ia., from whence, having finished high school, he took special courses in electrical and mechanical engineering in the Armour Institute of Chicago and the University of Illinois. He has finished an en-

and after filling a position with the Challenge Machinery Company, entered the employ of the advertising department of the Michigan Central railroad, and later the freight department of the Southern Pacific railroad. He has been for the past six years engaged in the purchasing and manufacturing department of the American Malt-Ing Company. He will take care of the general correspondence and look after the finances of the company.

The company represents good firms and have issued printed literature containing lists of its machines and specialties for which they act as agent, which they will be pleased to mail all interested parties upon request.

INDIANA GRAIN DEALERS IN MIDSUMMER MEETING.

A large gathering of Indiana grain dealers greeted President Thos. A. Morrison of Frankfort when he called the midsummer meeting to order



MEMBERS OF THE NOTH-SHARP-SAILOR CO., CHICAGO.

agement in the drafting room of Dornfeld, Kunt & Co., malt-house engineers of Chicago, after which he accepted a similar position with the Macdonald Engineering Company, builders of grain elevators, Chicago. He left this firm for the position of chief draftsman for the Switchboard Design Department of the Automatic Electric Telephone Company, Chicago, and later went with the Invincible Company. His experience has been varied and has been especially along flour mill and grain elevator lines.

Horace P. Sailor, vice-president, was born in Philadelphia, Pa., but began his business career in the west in the general offices of the Heywood Brothers & Wakefield Company, Chicago. His interests were along mechanical lines, however, and after taking a practical course in the wood working department, he went with the Manitowoc Dry Dock Company of Manitowoc, Wis., as construction engineer. He then filled an engagement as surveyor and bridge inspector for the Chicago & Northwestern railroad, after which he took a course of mechanical engineering at Cornell University. After graduation he filled a position with the Western Electric Company of Chicago, first on the motor and generating testing floor and later as expert tool and die maker. He has also been consulting engineer for the Western Electric Company.

Frederick Sharp, the secretary and treasurer, is a native of Central Illinois. He received a good business education in Bryant & Strattons' school

in the assembly room of the Claypool Hotel, June 19, at 10:30 a. m. After welcoming the dealers he read an address, as follows:

PRESIDENT'S ADDRESS.

To say that I'm not more than ordinarily pleased to have the pleasure of calling this meeting to order would be falsifying, and the more I think of what this organization has done for the grain dealers of the state the more surprised am I to think we have so many dealers who feel that benefits derived from this Association are not sufficient to justify the expense. Should there be dealers here who are not members, and I hope there are, they must not become offended when I say there ought to be a law of some kind depriving every dealer in the state of all benefits derived from this Association's work unless they are willing to contribute their proportion of the expense.

Until the year 1902 we had no state organization, but we had four divisions of the National Association. Outside of the districts where the National had done its work, the grain business of Indiana was anything but profitable. Unless a man wanted a chance to lose all the money he had, an elevator owner would look a long while before he could find a buyer for his property, and then it would not sell for more than 50 cents on the dollar compared with the price of to-day. On December 12, 1901, members of these divisions of the National Association held a meeting at Muncie for the purpose of determining the advisability of organizing a state association. Although there were but few in attendance, I can look over this assembly to-day and see at least half of the dealers that composed it. After a thorough discussion, upon motion of Mr. Wood, it was decided to hold a meeting in Indianapolis on January 8, 1902, for the purpose of organizing. Mr. C. M. Barlow of Kokomo, Mr. Jas. Wellington of Anderson and Mr. M. C. Neizer of Monroeville were appointed a committee to draft a constitution and by-laws. The meeting, as arranged, was held in the Board of Trade assembly room, and resulted in the organization of this Association, with E. H. Wolcott of Wolcott, Ind., as president and Jas. Wellington of Anderson as vice-president. Our

first board of managers consisted of the following dealers: O. J. Thompson, Kokomo; Cloyd Loughry, Monticello; C. B. Riley, Rushville; J. W. Sale, Bluffton; J. R. Slack, Muncie, and J. C. Gordon of Argos. The meeting closed with a membership of forty-two, the list being headed by W. W. Alder and closed with the name of Geo. C. Wood. From that date each year has shown an increase in the membership until at present it reaches in round numbers 300. Not yet, I am sorry to say, are 50 per cent of the elevator owners of Indiana members of this Association.

Will you go with me over just a part of the work of this Association since the first of January last? Then decide, if you will, whether or not it deserves your support. At our last meeting in January the legislature was in session, and we had on the statute book of Indiana a law that we had been fighting since our organization was formed and one that cost many of you money, and plenty of it. It was known as the landlord's lien law. Now what have you in its place? Have you still a law compelling you to pay the second time for grain when sold by the tenant and the landlord fails to get his rent? No, indeed, we now have what is known as Senate Bill No. 260, introduced by Senator J. C. Farber of Clinton County, and, using the senator's own words, "I think grain buyers now are absolutely protected against such scamps as try to work you for double pay for their crops," a law that not only covers landlord's liens and chattel mortgages, but money advanced on growing crops. Under the provisions of this law it now becomes the duty of the party giving the mortgage or owing the rent to

control at the time they were required for delivery." This looks to me as if some person has handed us a lemon. Is there a railroad within the state from whom you or anybody else, under this provision, could collect the charges of demurrage for a single day? No matter if cars were not furnished for thirty days from the date of your order.

The most important act of the Association during the last six months was the deferring of the advance in rates on grain from April 1st to May 1st. Now, we don't want to claim the credit for all the good things that happen in the territory covered by the Central Traffic Association, but all the benefits derived by the Indiana shippers from this extension of time must be credited to the Indiana Grain Dealers' Association and the Indiana Railroad Commission. We are under obligations to our Ohio friends for their assistance, but had it not been for the secretary of this Association taking the matter up with the Railroad Commission of our state, no action would have been taken and consequently no results obtained. There is not a grain dealer in the state who has not benefited by this extension of time, and thousands of dollars were saved to Indiana shippers alone. We feel that grain men not belonging to our Association should show their appreciation of this service by becoming members, as the freight we saved them on a single car will pay their association dues for one year.

I have statistics from an elevator broker which show that elevators in the territory of central Indiana, where this Association has its strength, are selling for almost double the price of elevators of a like class in the northern and southern parts of the state. Try to buy an elevator in the central portion of the state and you will find the price anywhere from \$8,000 to \$20,000, but you can buy all the elevators you want where association methods are unknown at prices ranging all the way from \$1,500 to \$5,000, and the broker tells me it is hard even to get that price. These associations not only make you money, but they have a tendency to make you neighborly. How much better for you to be on friendly terms with your competitor than to be always going around with a chip on your shoulder looking for the least excuse to start a fight. Does that help your bank account? I don't think so.

I have a friend who, at one time, was one of the principal grain dealers of Indiana, with plenty of money and as much business as any five elevators now doing business in the county he lived in. His competitor, a man of moderate means, but just a little bit tricky. More than once this man of wealth got his fighting clothes on and started in to put the little fellow out of business, but the little fellow was smart enough to allow him to lose his money. Every time he got the price to a point where the business would show a loss the little man laid down and turned all his trade to the man losing money. If this kind of a fight had continued, year in and year out, who would have been the loser? Since I have been in the grain business this same man has cautioned me time and again to keep out of fights with my competitors. He tells me that it always cost him money, and the little fellow that he tried to keep from making a living came out of the fight with as much money as he started in with.

What has been the experience of some of our Indiana grain men during the last six months? You have had your fights; what has been the result? I don't need to tell you, as you already know. Why don't you join the Association, meet with your competitor occasionally away from home, spend a day with him out of your office, talk with him about the conditions of the business at home? If you only do this it's dollars to doughnuts that in less than six months you will be talking to each other on the streets of your own town, and just what the result will be can be much easier figured when you look at your trial balance and statement on the 31st day of next December.

I have been advised by your secretary that this meeting is intended to be a social gathering so far as within his power to make it, and he suggested that a fifteen-minute talk from me would, in all probability, be as much as you could stand at one time. He said he wanted this meeting to be as near as possible something like a Methodist class meeting, where every member would be expected to tell something of his experience, and I certainly endorse his ideas, as these meetings are just what you make them, and if the people who are members show a lack of interest, who could you expect to boost things along? This meeting will soon be in your hands, and it's up to you to make it one of interest. I suppose the question of car shortage, the weighing and grading of grain at terminal markets and many subjects of like character will be up for discussion. Don't be afraid to express your opinion. If you have a kick coming here is the place to make it; and if it is a just one you will have every member of this Association with you, fighting, with might and main, for justice to the country grain dealer. I now leave this meeting in your hands, gentlemen, knowing that the question that is bothering you most is, "What will the harvest be?"

Prof. G. I. Christie of the State Experimental Station made a short address, in which he called attention principally to the evil results of storing corn in open cribs and also urged the grain men to try to interest farmers in the Corn Carnival and Exhibition in Chicago in October.

Professor Christie was followed by A. V. Zartman, who told what the Indiana Commercial League was doing to promote the interest of shippers throughout the state.

A general discussion took place, led by Mr. E. A. Reynolds of Crawfordsville, on the question of the grain inspection at Buffalo. They condemned the practice of grain inspection at Buffalo which permitted the railroads to inspect grain miles from the city in order to show that it was received in good condition, and then moving it so slowly that it had time to heat and get out of condition before arrival. The following resolution was unanimously adopted covering this question:

We, the Indiana Grain Dealers' Association, in convention assembled, do hereby recommend to the Corn Exchange of Buffalo such amendments to its rules governing inspection of grain as will result in establishing a definite time and place for final inspection of grain;

That we condemn the practices heretofore in vogue in Buffalo and other markets by which grain has been inspected and allowed to stand an indefinite time and then be subject to reinspection;

That we further recommend that certain tracks in the vicinity of Buffalo receiving and transfer elevators be prescribed as the location for the inspection of all grain received by rail.

That the grain be inspected only in these yards and that the inspections, when made, shall only be



PRESIDENT T. A. MORRISON.

give you notice in writing of the existing lien, and if you have given him money on his crop and he sells it to someone else before refunding your money he shall be deemed guilty of a felony and, upon conviction, shall be imprisoned in the state's prison not less than one year nor more than three or fined in any sum not exceeding \$100 or both. The passage of this bill ends the fight grain dealers have been making since the beginning of this organization.

Among the many bills passed by the sixty-fifth general assembly that more or less affect the interests of the grain dealers may be mentioned Senate Bill No. 10, known as the Carver's Bill, making it embezzlement to dispose of any part of a crop upon which there has been money advanced. Senate Bill No. 257, known as the Mock Bill, was passed to prevent the sale of cars by conductors and brakemen. It also makes the purchaser of the cars equally guilty as the seller, fixes the crime as bribery and prescribes the punishment. Senate Bill No. 354, known as the Wickwire Bill, is to prohibit and punish the business now conducted by bucket-shops. The law has not succeeded in closing all these places in the state, but if the proper authorities enforce this law bucket-shops in Indiana will soon be a thing of the past. House Bill No. 234, known as the Daily, or Shippers', Bill, is a portion of the transportation laws of the state and was passed for the purpose of increasing the power of the railroad commission. Whether or not the grain dealers of the state will be benefited by this act is a matter yet to be decided.

It is now almost two years since John McCordle, Cloyd Loughry and A. F. Files were appointed as a committee to act with the Indiana Shippers' Association in trying to get the railroad commission to formulate some rate governing the Indiana Car Service Association in the collection of demurrage. The commission finding it had no authority to assess penalties against the railroads as demurrage charges, the last legislature, among many other things, granted this privilege; and when you read Sec. 8, Chap. 231, of the acts of the sixty-fifth general assembly, you will think you have exactly what you want in the way of reciprocal demurrage. After providing that railroad shall pay applicant \$1 per day for each twenty-four hours beyond the date the cars were required to be furnished, the section reads as follows: "Provided, That such forfeiture shall not accrue if the carrier shall show to the satisfaction of the court, or jury, trying the cause, that it did not have the cars in its



DIRECTOR ROBERT ALEXANDER.

subject to revision of inspection within forty-eight hours.

Resolved further, That a copy of these resolutions be forwarded to the Corn Exchange of Buffalo and also be spread on the minutes of this meeting.

That we request an early consideration of these recommendations by the Corn Exchange of Buffalo and that when such consideration has been given they communicate with the secretary of our Association, giving their decision.

As soon as said communication is received by our secretary he is hereby directed to send a copy of same to each member of the Association, and that if favorable action is not taken, that our secretary be authorized to call a meeting of the Association to further consider the whole matter.

C. V. McAdams of the state Railroad Commission made an address on the subject, "How Shippers and Railroads Can Best Co-operate to Their Mutual Benefit."

A vote of thanks was extended to the directors of the Board of Trade for the use of their assembly room, and to Hon. Jas. E. Watson, G. I. Christie and C. V. McAdams, for their interesting addresses.

June a Hoodoo Month.—June again justifies its reputation of being "a teaser" for grain bulls. Nine years ago to-day the Leiter deal collapsed, with losses never equaled before or since in the grain trade. Twenty years ago to-day Kershaw, leading the Harper deal, succumbed, leaving a trail of sorrow for many.—Pope & Eckhart Co. "The 13th of June has passed. It has some bad ancient history. Editor Michaels recalls that Leiter failed June 13, 1898. Kershaw, who was a noble Roman, failed June 13, 1887, but the fault was not his. He has gone West since, and is growing up with the Pacific Coast."—King & Co.

IOWA GRAIN DEALERS.

President J. A. Tiedeman of Sioux City, Iowa, called the seventh annual convention of the Iowa Grain Dealers' Association to order in Commercial Club Hall, Des Moines, Iowa, at 10:30 a. m., June 9, and read his annual address, as follows:

Your secretary has a very full and complete report to make, in which he has covered all the ground thoroughly, and I think we will all appreciate it, and it may be that we will at the same time receive some valuable information from it. Therefore, it does not leave much for me to talk about.

We have certainly been blessed with a large and bountiful crop the past year, and that you have all been exceedingly busy goes without saying. We have all been able to see, the past season, that the teachings of the "Seed Corn Special Trains" are bearing fruit. Your secretary will tell you that the Iowa Grain Dealers' Association is responsible for originating, promoting and managing those trains, but I want to tell you that I think that Mr. Wells himself is entitled to a great share of credit and thanks. Do not understand me that I am trying to discredit or slight the good work of Professor Holden and his assistants, for without their aid there would have been no occasion for running these trains.

During the Fall of 1905 the dealers in Iowa bought and sold to the terminal dealers a great amount of corn for December delivery. When the month of December arrived a great many could not fill their contracts on account of car shortage and consequently large losses were sustained in making settlements with the terminal buyers. Last Fall, 1906, these dealers were not caught in the same way. They were more cautious about making short-time contracts or contracts for early delivery. Yet, during the past year the car shortage was severe, and the greasing of switch crews and other methods were sometimes resorted to to get an empty. This brings to my mind co-operation between the railroad and the shipper. If the dealers in Iowa will be careful and not try to ship the entire crop in from one to three months, in a large measure, the car problem will be solved. We as shippers can and should work more in harmony with the railroads and try to spread the shipping period out over more of the entire season. I do not want to give the impression that the shippers should relinquish any of their rights and privileges as against the railroad companies, but there are many ways in which the dealer can co-operate with the railroads and at the same time insist on all of his rights and privileges. The Iowa Grain Dealers' Association has always stood for what is right and just as between the shipper, the railroads and the terminal dealer, and the influence wielded by the Association has done much to assist in correcting many of the abuses in the grain trade. Along this line I wish to make some further recommendations for your consideration.

First, carload dockage. As you are aware, a wide discrepancy exists between the several markets as to dockage, ranging from nothing at Chicago and St. Louis, Peoria and Milwaukee to as high as 2 pounds per one thousand pounds at New Orleans. It would seem that Chicago, St. Louis, Milwaukee and Peoria are about right in this matter.

Second, delayed inspection and reinspection. In some of the markets reinspection is limited to about noon the following day, while in others there is no limit. In these latter markets, if the grain does not suit the buyer and the price is lower, he can call for reinspection when it suits his fancy, and, as you are aware, it invariably means heavy loss to the shipper.

Third, extension of time of contract. It would seem in this matter that a definite time of extension should be stated. Cases have arisen the past year where an indefinite extension has been given, and then, the terms of the contract not having been complied with, the seller has demanded settlement on market difference on the day of the expiration of the contract, while the buyer has insisted on settlement on a date several days after expiration. You can easily see the necessity of a definite time of extension.

Fourth, uniform grades. All of you have probably read more or less about this subject in the various trade journals. I would recommend that the Association go on record as favoring some system of uniform grades.

Fifth, minimum carload weights. Very often cars arrive at terminals too full for thorough inspection. Inspectors tell us that there should be at least three feet of space left between the grain and the roof of the car in order to get satisfactory inspection. It might be a good thing to request railroad companies to so re-adjust their rules on minimum weights as to allow a thorough inspection the first time the inspector gets into the car.

Sixth, resealing cars after inspection. A great many of the markets do not have a very good system for resealing cars after they have been inspected; in fact, I might say that all the markets are exceedingly lax along this line. It would seem that the shippers cannot be too strict in insisting upon this very important detail.

Seventh, shrinkage allowance. Last year the convention passed a resolution that in the settlement of claims "That the allowance of one-half of one per cent is unwarranted and not justifiable. That if any natural shrinkage is a reasonable charge, it should not in any case exceed one-fourth of one per cent." While most of the railroad companies have come in on this proposition all right, yet frequently cases have come up where they still try to side-step and insist on settlement on the basis of one-half per cent. I would urge that the convention take action on this matter and firmly endorse the action of the convention last year.

Eighth, uniform bill of lading. You are all aware

that the railroads and the shipping public are endeavoring to come to some definite understanding as to a uniform bill of lading. The secretary will go more into detail in this matter in his report, showing that Section I of the bill relieves the carriers of a responsibility which, I believe, they ought to assume.

Ninth, the Iowa Grain Dealers' Association is not incorporated. I think the time has now come to incorporate the Association, thus putting ourselves squarely before the public as to our objects, etc. I would, therefore, recommend that you give your governing board authority to go ahead and properly incorporate the organization.

The various subjects just enumerated I submit to this convention for action.

In conclusion I wish to say that I am particularly pleased to see the number of visitors among us. Meetings of this kind give the terminal dealer and commission merchant a better chance to become better acquainted with the man on the other end of the line, and, on the other hand, we as country dealers learn that the men who handle our goods on the terminal end are, as a general rule, pretty good fellows, after all. On behalf of this Association I wish to extend a hearty welcome to our visitors, and I trust your being among us will result in much good and profit to you.

Immediately following the reading of his address the president appointed the following committees:

Resolutions—J. A. King, M. Rothschild, D. J. Jenks.

Nominations—P. A. Cummings, George Brown, Julius Kunz.

Secretary-Treasurer George A. Wells then read the treasurer's report. It showed balance on hand at the close of the last fiscal year \$2,139.63. Total receipts, \$5,694.74, making total of \$7,834.37. The disbursements from the year aggregated a total of \$6,966.05, leaving assets of \$1,890.73, consisting of cash on hand \$868.32, mileage \$91.20, fixtures \$490.91, dues unpaid \$440.30.

Secretary Wells read his report covering the year's work, substantially as follows:

This report covers the seventh fiscal year of the existence of this Association:

The large crop of the year gave an increased volume of business for the dealers and a continuously advancing market has resulted in good profits. It has been a "fool for luck" sort of year. The wise dealer, who carefully hedged his stocks which he was obliged to hold because of scarcity of cars, lost out badly. Those who were everlastingly kicking because they could not get cars were forced to take profits instead.

It has been a year of anomalous conditions. The corn crop exceeded the crops of previous years by about 50,000,000 bushels, which increased the shipping surplus that amount, or in fact doubled the shipping surplus of former years. It is estimated that we have been shipping only about 12 to 15 per cent of the corn crop of the state.

While soil and climatic conditions were favorable for the crop, it is generally conceded that the better selection and preparation of the seed is largely responsible for the increased yield, and that this has been the result of the work done by the Iowa State Agricultural College. The Iowa Grain Dealers Association, however, is entitled to the credit of originating, promoting, organizing and managing the "Seed Corn Special Train" campaign, whereby Prof. Holden and his assistants were able to have a larger audience of farmers in three months time than could have been accomplished at county institutes in five years. Our motives in doing this work was purely a business proposition as it was considered that if five bushels could be added to the average yield per acre of corn in this state it would result in adding 20 per cent to the entire volume of the grain dealers' business, including all grades. The result has been demonstrated. The 50,000,000 bushels increased crop of last year added \$15,000,000 to the farmers' income (and it was net profit), \$2,000,000 to the revenues of the railroads, and upwards of \$1,000,000 to the profits of the grain dealers.

This is an example of a co-operative principle that builds up and does not malign or destroy.

ROUTINE WORK OF THE ASSOCIATION.

The following subjects relate to the routine work of the Iowa Grain Dealers' Association:

Arbitration.—There have been numerous claims submitted involving differences between our members and terminal dealers, all having been adjusted privately through the secretary, but two which were referred to the arbitration committee and their decisions in general terms in these cases were:

(1) That the sender of a telegram is not responsible for an error that occurred in the delivery of same at destination by telephone.

(2) That a terminal dealer is responsible for the acts of his broker and where the seller requested of broker the cancellation of a sale within one hour after sale was made, there being no change in market value, the buyer was entitled only to such damage as would amount to a reasonable profit on the transaction.

Blank Forms.—We have kept constantly on hand a supply of different blank forms including purchase contracts, warehouse certificates, car order blanks, etc., which have been supplied to our members on request without charge.

Crop Reports.—We have compiled and published a

monthly crop report, endeavoring to give our members a condensed statement of crop conditions and other information. We use the plan of computing the average of numerous individual reports, dividing the state into nine districts, each district being a unit, and the reports of each district being computed separately. We compile estimates especially on acreage, growing conditions, yields per acre and total production, also the marketable portion of corn and oats of last crop, having left the farmers' hands on first of each month, and any other information that may seem desirable. We use the percentage figures as a comparison with last year, being in an entirely different sense from that used by the Agricultural Department which applies the percentage to the "normal" condition. It is my opinion that the government basis is largely misunderstood and misconstrued. My criticism of the government basis and method is that the basis is too technical and that the average government reporter is not sufficiently expert to make a report on what may be termed a "normal" basis. I believe that for practical grain trade purposes, the method that we use of computing averages will more closely approximate the facts, and making the comparison with the "Last year" gives the most definite and practical result.

General correspondence of the secretary's office has averaged about 20 letters per day, some of which are brief and unimportant.

Circular correspondence during the year amounts to about fifty thousand letters. I have undertaken to make this feature of the association work valuable in an educational sense in disseminating information pertinent to the grain business.

Crop Improvement.—Last fall I wrote letters to all secretaries of county institutes in this state, urging them to include in their programs the subject of improvement of the oat crop. Several responded in a vigorous manner, and we hope that the oat crop will receive more attention at county institutes in the future. I also completed arrangements with one railroad company to run a "Seed Oats Special" train and Prof. Holden's Department of the College made all the necessary preparations to conduct the work, but just at the time the legislature passed the two-cent fare law, and the railroad company cancelled the arrangement. There is no question but what a "Seed Oats Special" train would have awakened the farmers to some extent to the necessity of better selection and preparation of seed, better preparation of the seed bed, the use of preventatives against smut, and more care in harvesting the crop.

Directory of Grain Dealers.—You are no doubt aware of the benefit in having a complete and accurate list of grain dealers who operate proper facilities for handling grain, published and placed in the hands of the terminal dealers and of keeping them advised of changes from time to time. We provide such information to about three hundred terminal dealers who solicit business in this state. The correspondence and work in this connection is considerable.

Freight claims are being continually referred to your secretary and as a rule they are always questionable cases or refused claims. This work requires considerable time and careful consideration. We do not wish to encourage the idea of a general collection of freight claims by the Association, but rather that we have an opportunity to examine claims that have been refused and if such claims possess merit to insist upon payment by the railroad company. This gives us an opportunity to check up the general methods and conditions, and exercise an influence toward improvement. This subject is discussed further in this report.

Legal Opinions.—During the past year, numerous legal questions of general importance have arisen and we have obtained legal opinions on such matters, communicating same to our members by circular letters. All legal opinions are kept on file, and we can furnish extra copies at any time. If a legal question arises with a member, it is advisable for him to inquire of the secretary. We may have an opinion covering the desired question. If not, and the question is of general interest to our members, we will obtain such an opinion and send a copy of same to each member.

Legislation.—The last general assembly of Iowa enacted the following laws which have more or less relation to the grain business, viz.:

Corporations as follows, to-wit:

(1) To prohibit grain combines, trusts and pools by grain dealers.

(2) To prohibit the making of false or exaggerated statements or publications of or concerning the affairs, pecuniary condition or property of any corporation or joint stock association, etc.

(3) That no corporation shall issue any capital stock or any certificate of same or any substitute therefor until the corporation has received the par value thereof, etc.

(4) Defining a hucket shop and bucketshopping, and making it a crime to maintain and operate same.

(5) Providing that the secretary of state shall not file articles of incorporation until he is satisfied that same are lawful, etc.

Railroads as follows, to-wit:

(1) Relating to the establishment of joint rates.

(2) To authorize reconsignment without charge.

(3) Placing burden of proof upon railroads. This bill was introduced by this Association.

(4) To enlarge powers of Railroad Commission relative to investigating rates outside the state and making complaint to Interstate Commerce Commission.

(5) Providing for scales and the weighing of commodities transported in carload lots and furnishing certificates of weight.

General as follows, to-wit:

(1) To prevent fraud in the sale of agricultural seeds, concentrated commercial feed stuffs, etc.

(2) To provide for the conduct of mutual insurance companies, the accumulation of a reinsurance reserve, etc.

During the session of the legislature from about January 1 to April 10 much time and attention was given to this work.

Membership.—We have a membership of 302 individual firms including 635 elevators, and the association is in a healthy condition financially as the report of the treasurer will show.

Scale Inspection and Repairing.—During the year we have inspected 812 scales. It requires very close attention to keep the earnings sufficient to cover the expense on the basis of \$3 per each inspection. There are a portion of our members who do not fall in line with the idea of one inspection each year, but who instead request inspection only when it is apparently needed. This is not in accordance with the spirit and purpose of the general plan. If all members would adopt the annual inspection plan, our cost of inspection could possibly be reduced and the general condition of the scales be kept to a higher standard. This matter requires considerable time and attention of the secretary. About one day of each week is given to work of examining and recording the inspection reports, and making up lists and letters soliciting the applications.

Shortage claims are continually received by the secretary and advantage of the opportunity is taken to determine the cause of such shortage, whether because of defective weighing, leakage or stealage in transit, and to insist upon such regulations and rules by railroads and supervision at terminal markets as will give the shipper the best possible protection.

The contingent conditions found in connection with shortage claims are as follows, to-wit: (1) Shippers' weights, (2) Coopering the car, (3) Sealing car immediately after loading, (4) Physical condition of car, (5) Seal records, (6) Repairing cars in transit, (7) Re-sealing after inspection, (8) Recording condition of car and seals by the weigher at destination, (9) Destination weights, (10) Supervision of weights.

Stocks of Grain.—During the past five years we have compiled monthly estimates of the comparative stocks of grain in store in country elevators to show the general disposition of the dealers in shipping or holding the grain in store which, considered in connection with our reports of the marketable portion of grain having left farmers' hands, gives considerable information concerning the country supplies.

In General.—A careful consideration of the foregoing subjects will show that your secretary has a wide scope of work, much of which is intangible in character and indefinite in results. In other words, it's a kind of work that does not show up daily in the cash drawer, but which I trust does indirectly at least benefit the members.

GENERAL GRAIN TRADE CONDITIONS.

The following subjects originate in the correspondence, and different claims and complaints received from our members, to-wit:

Car Load Dockage.—The continuous agitation for several years against carload dockage at terminal markets by the grain dealers associations has been effective, but several markets to which Iowa is tributary still maintain the carload dockage system as follows, to-wit: Baltimore, 30 to 50 pounds car; New Orleans, 2 pounds per one thousand pounds (its abolishment is being considered); Omaha, Kansas City and Memphis still continue to take 100 pounds per car. The Railroad & Warehouse Commission of Minnesota authorize a carload dockage of 30 pounds per car at Minneapolis and Duluth. Carload dockage has been absolutely abolished at Chicago, St. Louis, Peoria and Milwaukee.

Discount because of missing grade has been the cause of differences between our members and terminal buyers. The card bid contract usually reads that "Grain missing grade will be applied at market difference day of arrival." When there is a wide range in value of the grade as inspected, it becomes quite an indefinite proposition as to what is the actual value of the grain to be applied and the proper discount. Instances have occurred where the grain would be carried over for several days and then applied at the market difference after a decline in market value as compared with date of arrival.

It is the custom of some shippers to advise the track bidder with notice of shipment, that if the grain does not apply on the contract because of missing grade, to wire the discount at which they will accept it. If the discount is not satisfactory, to have the car turned over to a commission merchant to be sold by sample and either ship another car or have the commission merchant buy in a car to fill the contract.

I have observed that some shippers are indifferent about shipping the grade as sold simply anticipating that the grain shipped will apply at a discount. When sales are made to local southern markets where there are no grain hospitals and no regular demand for off-grades the shipper should be particular to ship the grade sold as the discount is likely to be unsatisfactory because of limited demand for off-grades.

Delayed Inspection and Reinspection occur in some markets because it is according to the custom and rule established by the interests that dominant the market, while in other markets the buyer is required to call for reinspection within a certain time, usually by one o'clock, the following day. Grain sold in Minneapolis on "delivered terms" is subject to reinspection when unloaded regardless of length of time taken by the railroad company in making delivery or of the disposition of the buyer to unload promptly. Supposing a car of grain is delayed in being placed for unloading and the market has declined. The grain being close on the line of next lower grade, the buyer may demand reinspection, even though thirty days after date of sale and inspection. The commission merchant realizing the possibility of having the inspection changed consents to a compromise settlement with the buyer in order to avoid risk of having grade changed,

and the additional expense of switching charge in the event of a resale being necessary.

Another unfavorable condition of delayed inspection occurs when cars are loaded too full for a thorough inspection, which is especially true with oats. The terminal markets, however, are not chargeable with this. It is because of the fact that railroad companies insist on cars being loaded so full that a thorough inspection is impossible. When cars of oats are loaded so full, it is usually the case that the lightest weight grain and most dirt goes into the ear last and fills up at the door, being the last contents of the shipping bin; thus the original inspection at the doorway is often lower than the average contents of the car and the buyer thus gets a better quality of oats than the inspector's sample. This question will be considered further under the head of carload minimum weights.

Grain shippers should carefully note the difference in track bidders' terms as follows, to-wit: "Grain missing grade applied on contract at market difference day unloaded," as compared with "Grain missing grade applied on contract at market difference day of arrival." The first proposition subjects the shipper to the chances of deterioration by delay in delivery and consequent delayed inspection and unloading. Cars have been known to be 30 days in being delivered and unloaded after arrival. Shippers should read the card bid terms carefully, which in fact constitutes the terms of contract, and insist upon having inspection immediately on arrival.

Defaulted Contracts.—This question is the cause of much trouble between buyers and sellers of grain. There is more or less carelessness on the part of both buyer and seller regarding the extension of the time of shipment. In other words, the term of shipment is sometimes extended indefinitely and consequently has no legal force beyond the date of expiration of the term of shipment specified in the contract. It is the buyer's legal privilege to cancel contract at the expiration of the term of shipment, and hold the seller for damages based on the market value of that date. If extension of the time of shipment is agreed upon, it should be a specified length of time. I would call your attention to the Grain Dealers' National Trade Rule No 20, and I can furnish copy of a legal opinion, also arbitration decision relating to this question if desired.

Insurance.—During the year, I have received numerous letters from members in regard to mutual insurance, some of whom urgently insisted that the grain dealers consider the question of forming an organization for the purpose of mutual insurance. In accordance with such requests, I called a meeting of those dealers who had thus written me on June 25, which meeting was duly held. It was the unanimous desire of those present to complete the organization of a grain dealers' mutual insurance company and that a mass meeting of the dealers be called at ten o'clock a. m., Wednesday, July 10, 1907, to further consider the question and to complete the organization.

Inspection of Grain.—I find that many dealers do not understand what supervision of grain inspection exists in the different markets, and for the information of such would state as follows, to-wit: Minneapolis, Duluth, Chicago, St. Louis and Kansas City, have state supervision. New Orleans, Peoria, Memphis, Baltimore, Milwaukee and Omaha have supervision by their respective boards of trade.

Landlord's Lien Law.—During the Twenty-ninth General Assembly of 1902, we undertook to remedy the injustice to grain dealers of the Landlord's Lien Law, which holds the grain dealer liable to the landlord for grain sold by the tenant as being subject to lien for rent.

We were unable to secure a repeal of the law, but did secure an amendment that provides, as follows, to-wit:

"Section 1. If any tenant of farm lands shall, with intent to defraud, sell, conceal, or in any manner dispose of any grain, or other annual products thereof, upon which there is a landlord's lien for unpaid rent, without the written consent of the landlord, he shall be guilty of larceny and punished accordingly."

Since the enactment of that amendment, we have had very few cases reported and believe that the moral effect of the law making the tenant criminally liable has been important. During the past year, some of our members urged the idea that the landlord's lien law is unconstitutional, and I obtained a legal opinion to the effect that it is constitutional. Any member desiring copy of such opinion may have it on request.

Moisture Test.—During a recent visit at Des Moines, Mr. John D. Shanahan, of the Agricultural Department at Washington, gave a demonstration with the moisture testing apparatus and it would seem that it is practical for grain dealers to make use of them to determine the general condition as regards moisture in corn. I simply suggest that several dealers in a locality might own one together and derive much benefit.

Penalty Clause.—Attorney H. H. Stipp of Des Moines, and also several other attorneys have given opinions that the "Penalty Clause" is a violation of the provisions of the Stillman law that became effective July 4, 1907. Copies of Mr. Stipp's opinion will be supplied on request. I understand that a case was commenced in court in Illinois a year or two ago on the ground that the penalty clause violated the anti-trust law of that state, but was quashed by the court on the technical ground that the by-law, of the defendant farmers elevator company had never been approved by its board of directors and, therefore, the defendant company did not have a corporate existence.

Violation of the Stillman law is deemed a misdemeanor and punishable by a fine of not less than \$500 and not more than \$2,000, or not exceeding six months in jail, or both fine and imprisonment.

Seal Records.—The present system of recording

seal numbers is not sufficiently complete to give a positive seal record from time of loading to the unloading of car. The inspectors in most of the markets do not make record of the seals broken for inspection of grain. Private samplers also open ears and do not keep record of seals broken, thus the seal records are not complete in showing that cars have not been without seals. In fact, many cars arrive at elevators without seals. Of a total of 45,533 cars supervised by the weighing department of the Merchants Exchange at St. Louis during the year 1906, 5,638, or over 12 per cent, were without seals at the door; 4,207, or over 9 per cent, without seals at the windows. This condition exists to a greater or less extent in all markets. If provisions could be established that would give a positive and complete seal record, the use of private seals would seem advisable.

Trade Rules.—It would seem that many grain dealers do not carefully consider the "trade rules" that have been established by the Grain Dealers' National and other grain dealers' associations. I would suggest that these rules be published in booklet form and a copy sent to each member of this Association. That if any member finds anything in the rules that does not seem to be as it should, that he report the matter to the secretary in order that such change of rules may be properly considered.

Uniform Grades.—Your president and secretary attended the meeting of the Uniform Grades Congress at Chicago June 22. The general report of the proceedings you have no doubt read in the grain trade journals. It would seem that the movement looking toward the establishment of uniform grading of grain for export and in the different domestic terminal markets is progressing favorably and that such uniformity of grades is practicable. Mr. Courcier, secretary of the Grain Dealers' National Association, is entitled to much credit for his efforts along that line.

TRANSPORTATION CONDITIONS.

Bad Order Cars.—Of a total number of 101,018 cars received at Kansas City, 5,471 were leaking over the grain door, 14,263 leaking at other parts of the car and 8,602 arrived without seals.

Of the total number of 45,535 cars received at St. Louis, 19,216 arrived in bad order as follows, to-wit: Leaking at grain door.....3,352 Leaking over grain door.....311 Leaking at the box.....4,308 Leaking at end window.....505 Not properly sealed.....5,638 End windows not sealed.....4,207 End windows open.....895

There is no doubt but what there is much loss to shippers because of leakage and opportunity for stealage. Accurate shipping weights are necessary to determine such loss.

Car Door Lumber.—There is some complaint that railroads do not furnish proper material for car doors and sometimes do not furnish any. Some inquiry has been made as to whether the railroad could be required to pay the shipper for the lumber, etc., provided by the shipper. There is no question as to the obligation of the railroad company to provide material to cooper the cars and when the shipper does provide such material he should insist that the agent note on his billing "Car door material furnished by the shipper," then there is evidence to substantiate a claim if necessary.

Car Shortage.—The conditions during the past year have demonstrated beyond a question of doubt that the car equipment and motive power supply of this country is inadequate to handle the increased business due to the rapid development of the western country, the increased demand for all kinds of commodities and new commodities that have recently come into large use; as for example, cement. In the year 1900 the total production of cement was 8 million barrels, in 1906 it was 40 million barrels. Sand has also recently become an important item in railway tonnage. A statement published as official by the "Freight Journal" shows that in 1890 the total railroad trade was 79 billion mile tons, while in 1900 it was 140 billion, and in 1905 it was 185 billion mile tons. The last annual report of the Iowa Railroad Commission contains the following to-wit: "By reference to table 49-50, it will be noted that while some of the railroad companies have made substantial addition to the number of cars on their lines, other companies show a decrease in the number of cars in use from the previous year."

Railroad companies have said that car shortage was due to congestion at terminals and the sea board, and that if cars were not thus tied up, there would be plenty of cars for normal requirements. The facts, however, are that last winter there were no cars tied up at the sea board, and at elevators, because of their inability to unload. Up to February 10 last we had exported only 21 million bushels of corn, as compared with 53 million bushels, and only 3¼ million bushels of oats as compared with 23 million for same period of time the previous year.

The total elevator capacity of the terminal markets of Duluth, Minneapolis, Milwaukee, Chicago, and St. Louis is approximately 137 million bushels, yet during the last week in February the total amount of grain in store in all this storage capacity was only about 51 million bus., when at the same time hundreds of country elevators in the West and Northwest were closed and grain piled on the ground waiting for cars. The car shortage conditions were further complicated because of the refusal by railroad companies to switch their cars to or exchange with other lines.

Delays in Transit.—I find that the average time of movement of 201 ears of grain from Iowa stations to Chicago was 6 days, however, one ear was 28 days, 1 ear 20, 1 ear 19, 1 ear 18, 1 ear 17, 3 ears 15, 4 ears 11, 6 ears 10, 8 ears 9, and 21 ears 8 days on the road. The average time is perhaps not unreasonable as a maximum, but the fact that several ears are from

7 to 28 days shows that there is bad work in the operating department. These delays are evidently caused by being set out on side tracks or at division points en route and not picked up in the order set out. To illustrate, Car No. 47296 from Newell, a station on the Illinois Central, arrived at Fort Dodge Nov. 29th. Did not go forward until Dec. 3d. It arrived at Waterloo Dec. 5th; did not go forward until Dec. 10th. It arrived at Dubuque Dec. 15th, did not go forward until Dec. 17th, and did not arrive in Chicago until Dec. 23d, being 24 days in transit.

A railroad company is legally liable to shipper for damages because of delay in transit. The measure of such damage is usually the amount of the market decline or deterioration in quality, and if such claims are supported by conclusive evidence may be collected by law.

Delay at Terminals.—I find that the average time between the arrival of 154 cars at Chicago and the time of unloading same is eleven days. However, one car was 33 days, 1 car 31, 2 cars 30, 2 cars 28, 1 car 24, 3 cars 21, 2 cars 20, 6 cars 19, 4 cars 18, 6 cars 16, 2 cars 15, 4 cars 14, 7 cars 13, and 11 cars 12 days in being unloaded after arrival. This delay at terminal costs the shipper additional interest on the drafts against such shipments and subjects him to loss in weight that in the case of heating corn may amount to as much as 3,000 pounds per car. If the car is inspected subject to approval and the buyer because of declining market sees an opportunity to raise the question of re-inspection, the chances are that a compromise will be made reducing the price to the shipper. Delays at terminals should be carefully checked up and claim made for damages, if there be any.

Railroad Rates Quoted in Error.—Several claims have been presented involving the question of a rate quoted in error by local agent of railroad company. I am advised by the Interstate Commerce Commission as follows, to-wit:

"Under decisions of the Supreme Court of the United States, the published tariff rate in all cases must govern and this is not altered by the fact that a lower rate was erroneously quoted by the railroad agent."

Our members should therefore understand that in as much as the law requires the railroad to publish and post their tariffs in a convenient place for public inspection, the burden of construing the language of the tariff therefore rests with the public, and that a rate quoted by an agent would be subject to verification in some manner.

Minimum Carload Weights.—Of 39 cars of oats recently unloaded at a terminal elevator at Chicago, 20 cars were inspected subject to approval because they were loaded too full for thorough inspection. The distance between the grain level and the roof of the cars inspected subject to approval varying from one to two feet. Chief Inspector Cowen of Chicago advises that it is necessary to have 3 feet of space in order to make a thorough inspection and that shippers should provide that much space in justice to themselves and insist that cars thus loaded are full capacity and protest against the requirements of railroad companies to load more.

Repairing Cars in Transit.—We have received numerous claims for loss in transit where both the shipping and destination weights are accurate, and the seal records clear. We cannot account for such loss in any other manner than that the car had leaked and was repaired in transit. In some cases the railroad companies have paid claims for such loss while in others they claim that the car was handled in good order under seal and that no loss occurred.

I am inclined to believe that the courts would hold the railroad company responsible for the delivery of the entire contents of the car as loaded, if the accuracy of the weights can be shown. Accurate shipping weights would save much trouble.

Re-sealing Cars After Inspection.—The custom and rules of Minnesota Railroad & Warehouse Commission, as published, provide that the State Grain Inspector shall, at the time of sampling the car, make a record of the car number and initial, also the number of the seal that he breaks in order to enter the car. After sampling the car, it is resealed by the inspector and a record made of the seal number as resealed. The Minneapolis Chamber of Commerce sampler also samples the cars and makes record in like manner. This in connection with the railroad seal record makes a complete record.

The Illinois Railroad and Warehouse Commission do not assume any duty or responsibility in regard to seal records, but leave it entirely with the railroads. Consequently, the seal record at Chicago and East St. Louis is incomplete, no record being made of seals broken by inspectors or Board of Trade samplers. The large number of cars arriving at East St. Louis and Chicago elevators without seals may be accounted for in the fact that the railroad companies are negligent in re-sealing cars after inspection. I recently took this question up with the Traffic Commissioner of the Merchants' Exchange at St. Louis, and he has taken it up with the railroads with a view of a more complete service on the part of the railroad companies in re-sealing cars. It is my personal opinion, however, that the Railroad & Warehouse Commission of Illinois should adopt the same rules as the Minnesota Commission. At Milwaukee, Memphis and Omaha, where inspection of grain is supervised by their respective Boards of Trade, the inspectors do not make a complete seal record. At New Orleans the Board of Trade Inspector is required to make a complete record of seals.

Seals, Method of Numbering.—Most railroads are now using the consecutive method of numbering seals. Formerly the duplicate method prevailed. I do not have recent detailed information as to what railroads are still using the duplicate number system, but be-

lieve it would be well to take such action as may tend to influence the use of the consecutive numbers.

Shrinkage Allowance to Railroads.—The freight claim agents of different railroads attempted to enforce a deduction of one-half of one per cent of the total weight of contents of car as an allowance for natural shrinkage. I was authorized by the Governing Board to assume the collection of any claims for our members in court if necessary, resisting such allowance, and in every claim that we have presented the railroads have settled on basis of one-fourth of one per cent as conceded by our Governing Board. We are willing at all times to assume the collection of such claims in court if necessary.

Uniform Bill of Lading.—At a meeting of the joint committee of shippers and carriers held May 24 and 25, 1907, an agreement on conditions of the uniform bill of lading was consummated after spending over two years of time on the question; and the new form was submitted to the Interstate Commerce Commission June 14, 1907. The Commission will conduct hearings with the view of prescribing that the new uniform bill of lading shall go into effect January 1, 1908.

Section 1 of conditions of the new bill of lading contains a clause that the carrier shall not be liable for differences in weights of grain, seed or other commodities caused by natural shrinkage or discrepancies in elevator weights, for loss, damage or delay caused by fire occurring after 48 hours after notice of arrival, etc. It would seem that this Association should give some attention to this question.

Secretary Wells read the following letter, after which the session adjourned:

Mr. Geo. A. Wells, Secretary, etc. Dear Sir—As accredited representatives of the Merchants' Exchange of St. Louis we are pleased to inform you that the system of supervision of weighing as established by the St. Louis Merchants' Exchange several years ago has not been effected by the state weighing law passed by the Missouri legislature during the session recently closed.

Before the law became effective the St. Louis Merchants' Exchange asked for an injunction, in reply to which the court granted a restraining order on June 14, 1907, which was ably argued before the court on June 19. After due consideration the court granted a temporary injunction on June 24 which will carry the case up to the Missouri Supreme Court October term.

The system of car inspection and supervision of weighing grain and hay as established by the Merchants' Exchange of St. Louis, which has been fully explained to your Association at former meetings, is now nearly perfect and will continue indefinitely in its good work. Yours very truly,

C. W. MCLELLAN,
G. L. GRAHAM,

Delegates from Merchants' Exchange of St. Louis.
Des Moines, July 9.

After the afternoon session was called to order at 2 p. m. by President Tiedeman, Attorney H. H. Stipp of Des Moines made an address on the laws of Iowa relating to railroads furnishing cars. He said these laws are to-day pretty generally understood. Railroads are bound legally to furnish cars; and the question is largely one of equipment. Mr. Stipp said that the traffic of the country had increased more rapidly than railway equipment, and that Mr. Hill's solution of the problem was to build 75,000 miles of new road within the next five years. Yet Mr. Hill himself said that it would be impossible for any railroad company to build this amount of road. Then, Mr. Stipp said, since the public is entitled to adequate freight service, if the railroads cannot build the additional amount of road, the job should be turned over to someone who can. There is one who can complete the task, and that is Uncle Sam. In closing, Mr. Stipp made the suggestion to grain men that they give written orders for cars. Such orders would have a tendency to make agents use greater haste in furnishing cars.

Mr. Stipp threw a little light on the question of farmers' elevator companies as grain dealers, by explaining some of the inconsistencies under which they operate. These companies incorporate in order to limit their liabilities, and then in the drafting of their by-laws they try to get the benefits of a close corporate association. This is inconsistent. No company could be blamed for incorporating, and yet, being no more nor less than a soulless corporation, they should conduct the business according to law. The law provides that it shall be illegal for any company to enter into an agreement which should restrict competition in the buying and selling of grain. Now when one individual is bound to sell all his grain to a set of individuals acting as a company, it is in restraint of trade. An individual must be

left free to act on his own choice, with no moral or legal influence to be brought upon him.

Jay A. King of Nevada read the report of the committee on resolutions. The report was adopted as follows:

Contracts.

Whereas, A large proportion of the differences between buyer and seller of grain arises in consequence of a want of understanding in regard to the contract, carelessness concerning the fulfillment of the terms and conditions or an indefinite extension of the time; therefore,

Resolved, That it will be a good business proposition to use more care in making the contract of sale; and that it is especially advisable, in case an extension of time is desired, to have such an extension definitely fixed and agreed to as to time; and if an extension cannot be agreed to positively by both interested parties, it will be better to close the contract rather than take the risk of any disagreement at a later date as to the amount of damages. We urge upon every member the importance of definiteness of contract and especially of any extension of time.

Uniform Bill of Lading.

Whereas, The proposed new uniform bill of lading contains a provision releasing the carriers from responsibility on account of any difference in weights between shipping or terminal points, or account of natural shrinkage, and also releasing them from any responsibility on account of loss by fire, if occurring 48 hours after notice to consignee of arrival; therefore, be it

Resolved, That the adoption of such provision would be an injustice to the owner of the grain, inasmuch as it would deprive the owner of the common law protection which is now provided by statute; that it is but just that carriers should be responsible for the actual quantity of grain received and it should not be absolved from responsibility until cars have actually been placed at unloading point. Be it further

Resolved, That the officers of this Association are hereby instructed to co-operate with such other associations or persons who are endeavoring to have this objectionable clause eliminated and do all in their power to accomplish such purpose.

Scales.

Whereas, It is of extreme importance that the scale used by a grain dealer should be correct at all times and that each scale should be tested at least twice in each year; and

Whereas, Under the system now in operation by this Association for the testing of scales, the expense to each dealer will be less if we co-operate with each other; therefore

Resolved, That each member will favor his own interest and that of others if he will arrange to have his scales tested at such times as the man employed for that work is in his locality, and thus help to avoid extra travel and loss of time on the part of the scale expert.

Incorporation.

Resolved, That the officers are hereby authorized and directed to prepare and execute articles of incorporation in accordance with Article II of Chapter IX of the Code of Iowa, and to do all things necessary to constitute this Association a corporate body under the name of the Iowa Grain Dealers' Association.

Minimum Weights.

Whereas, The minimum weights of grain to constitute a car load as fixed by the railway companies are now high; and

Whereas, We are advised that at least some of the railway companies are contemplating making the minimum weight of car loads of grain greater than the minimum now established;

Resolved, That any increase in the minimum weights will be detrimental to the proper handling of grain, for the reason that a proper inspection of the grain cannot be made in a full car; that the grain should not be nearer than three feet of the top of the car to permit a fair inspection of the contents; and

Resolved, That this matter be presented to the proper officers of the various railroads doing business in Iowa in the hope that, having a full understanding of it, they will decide to not increase the minimum weights of car loads of grain, and that such regulation will be adopted as will not require the car to be filled nearer than within three feet of roof and when not more than three feet space is left above the grain, the car shall be considered as loaded to its full cubic capacity.

Reinspection of Grain.

Whereas, Some of the grain dealers of Iowa have sustained considerable losses by reason of the lax rules governing the inspection of grain in certain terminal markets, which rules permit long delay after arrival before inspection, in some instances inspection is not required until the car is set for unloading, whether two days or two weeks after arrival, thus allowing time for the contents of the car to become so much out of condition as to be worth much less than at time of arrival, and the shipper has to bear the loss, in other instances refusal of grain by the buyer is permitted days after the purchase, with the claim that the grade is not as good as shown by inspection, such refusals occur with far greater frequency on a declining market, to the injury of the shipper; therefore,

Resolved, That we regard such practices unjust, unbusinesslike and without reasonable regard for the rights of those who are the support of the terminal market in which they are allowed.

Resolved, That those markets which have reasonable rules governing the inspection of grain are entitled to our favorable consideration and, although they may not at all times be as convenient, they should have our preference.

Resolved, That the secretary is hereby requested to notify each member in detail concerning every market where grain is not inspected in reasonable time after arrival, or where the buyer is allowed unfair privileges after having agreed to a purchase, to the end that we may be so advised as to enable us to divert our shipments to the markets where such practices do not obtain.

Resolved, That each member should report promptly to the secretary every case of delayed inspection to enable him better to carry out the provisions of these resolutions and of those on the subject of inspection adopted at our last annual meeting.

Dockage.

Whereas, The practice of taking dockage on cars unloaded is still followed in some terminal markets, and as this practice should be abolished;

Resolved, That the secretary of this Association keep the members fully informed on the subject and that we in selling and shipping grain give preference to those markets which have discontinued this custom; also that a copy of these resolutions be mailed to the secretary of the interested exchanges.

Uniform Grades.

Resolved, That we commend the efforts of the Grain Dealers' National Association to obtain the establishment of a system of uniform grading in the various markets of this country, and that the officers of this Association continue to co-operate with them in this work.

Resealing of Cars.

Whereas, It has been demonstrated that in some terminal markets cars are not properly resealed after being opened by State Inspectors or samplers, and, as a consequence, official weighmasters are unable to furnish a complete seal record of such cars; therefore, be it

Resolved, That the influence of this Association be used with the state or other officials having the matter in charge which will at all times enable the railway companies or official weighmasters to obtain such complete seal record of each car.

Secretary Commended.

Resolved, That we commend the secretary for his energetic and valuable services during the past year and for his very excellent report of the business of his office and of the matters of interest to the members of the Association, which report is hereby ordered to be printed and distributed to the members in order to place before each and every one the valuable information and suggestions contained therein.

Scarcity of Cars.

Resolved, That, as we are all cognizant of the serious difficulties encountered during the past year by shippers because of the seeming scarcity of cars, and many of the members of this Association have been compelled to discontinue their business for a time for want of cars in which to move grain, and that other lines of business have suffered in like manner, while we believe such scarcity of cars could be relieved to some extent by a greater effort on the part of the railroads to avoid delays in transit and at terminals, and while we are of the opinion that the railways should increase their equipment, we also believe that the grain dealers themselves can relieve the situation to some extent by loading all cars promptly when received, and especially by avoiding so far as possible any agreement to deliver a large amount of grain within a specified time at such season of the year when the tonnage being moved is necessarily excessive—we suggest that co-operation on the part of the railroads and the grain dealers in these respects may be of value to both.

M. Rothschild introduced the subject of re-affiliation with the Grain Dealers' National Association. He said he was in favor of such action, and moved that the board of managers take the necessary steps to affiliate with that body.

Mr. De Wolf moved to amend the motion by inserting the words, "if in the opinion of the board of managers they feel that such action is desirable." The motion was carried as amended.

The report of the committee on nominations was read by Chairman P. A. Cummings, recommending the election of the following:

President—George A. Stibbens, Red Oak.

Vice-president, I. E. Jackson, Cedar Rapids.

Governing Board—E. J. Skewis of Minneapolis, D. S. Baird of McGregor, J. L. Patton of Newton, M. Rothschild of Davenport and Lee Lockwood of Des Moines.

The report was adopted and the gentlemen named declared elected.

The meeting then adjourned sine die.

ANNUAL NOTES.

Ef yo navar haerd Knute Knutesen mak beeg talk, you shoold baen dare.

G. B. R. Smith, of the Celina Mill & Elevator Co., Celina, Texas, interviewed dealers in regard to wheat for his Texas mill.

The St. Louis delegation included C. W. McClellan and P. E. McClellan, of Eaton & McClellan Co.; G. L. Graham, of G. L. Graham & Co.; H.

H. Savage, with Cochrane Grain Co.; D. W. Clifton, of Manson Commission Co.; Louis J. Morard, with Langenberg Bros. & Co.

From Minneapolis there were Charles W. Brown, of Minnesota & Iowa Elevator Co., and J. J. Quinn, secretary of the Tri-State Association.

The Kansas City market was represented by George A. Roberts, with Earnst-Davis Grain Co., and Wm. Murphy, of the Murphy Grain Co.

Des Moines dealers who contributed to the success of the meeting were: M. McFarlin, W. F. Morgan, C. H. Casebeer, Lee Lockwood, C. A. Tower, S. E. Squires, W. L. Ferrel.

Secretary E. J. McVann, of the Omaha Exchange, was in attendance from that market, together with J. H. Bray, representative of Williams & Fitz Hugh Co. of Memphis.

All questions of insurance were handled by the following: I. C. King and B. J. Alley, representing Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis, Ind.; F. D. Babcock, secretary of the Grain Shippers' Mutual Fire Insurance Association of Ida Grove, Iowa; J. C. Hosea, with Elevator Underwriters, Kansas City, Mo.

Everyone seemed interested in the Automatic scale exhibit. The Avery Scale Co.'s scale was shown in operation in parlor E of the Savery Hotel. It was in charge of H. G. Bushnell and A. S. Purves. In parlor E there was the Richardson Co.'s scale. Representatives were W. N. Goodman and H. E. Godfrey. The American Grain Meter Co.'s scale was shown in operation in parlor D by Representatives C. F. Beuerle, M. D. Varney and C. E. Goshert.

The banquet was held at 7:30 p. m. at the Savery House. J. A. Tiedeman presided as toastmaster, and the speakers were F. O. Melcher, general manager of the C., R. I. & P. Ry., who made an address on "Co-operation Between the Railroad and the Public;" Wm. Murphy of Kansas City, who entertained in a "Swedish Character Sketch;" Henry C. Wallace, editor Wallace Farmer; Jas. Atkinson, editor Homestead; Geo. W. Franklin, editor Iowa State Register and Farmer, who gave short talks on "Improvement of the Iowa Oat Crop."

It was almost worth while to attend the meeting for the souvenirs that were presented. There were watch fobs distributed with the compliments of Wm. Murphy Grain Co. of Kansas City. Louis J. Morard, representing Langenberg Bros. & Co. of St. Louis, gave away leather cards and bill books. The Avery Scale Co. of North Milwaukee, Wis., gave visitors aluminum pin trays. The Richardson Scale Co. of New York City distributed celluloid pockets rulers; and G. A. Roberts, of Earnst, Davis Grain Co., Kansas City, gave away a puzzle padlock.

Every train arriving Tuesday morning brought Chicago representatives, a fact that promised success in so far as the social features of the meeting were concerned. From that market there were: G. B. Van Ness, of Van Ness Brothers; Joe Griffin and L. J. Bowman, with Marfield, Tearse & Noyes; H. A. Rumsey, of Rumsey & Company; J. H. Herron, with Ware & Leland; C. L. Douglas, with E. W. Bailey & Co.; Emil C. Butz, with Rosenbaum Brothers; W. H. Axtater, with Armour Grain Co.; O. C. White, of Philip H. Schifflin Co.; H. M. Paynter; J. W. Radford, with Pope & Eckhardt Co.; B. L. Coons, with J. C. Shaffer & Co.; C. E. Timberlake, with T. E. Wells & Co.

THE IOWA CORN AND OAT CROP.

The following conditions in the Iowa oat and corn crop were reported by attendants at the meeting:

Lacey, Mahaska County.—Corn is in good shape and oats are fair.—G. W. Tudor.

Ventura, Cerro Gordo County.—Corn about half a stand, and both corn and oats two weeks behind normal.—F. E. Wheeler.

Olds, Henry County.—Corn badly spotted, with acreage cut down 20 per cent from last year on

account of replanting and wet weather. Oats are in fine condition.—S. P. Stephenson.

Runnells, Polk County.—Corn looks pretty well and will be an average crop. Oats are in good condition; average crop.—E. A. Taylor.

Fonda, Pocahontas County.—Corn is in good condition but late. Oats will be about three-fourths of last year's crop.—E. H. Tiedeman.

Cushing, Eastern Woodbury County.—Corn is backward and not a very good stand. Oats are in good condition and will be an average crop.—W. A. Ball.

Maple River, Carroll County.—Corn is in fair shape and looks promising. Will make a good crop with favorable weather from now on. Oats are heading out all right and looks like good crop.—J. J. Nurre.

GET AFTER THE SUPERIOR GANG.

The mills of the gods have finally bruised the Superior Board of Trade crowd, warrants having been served on June 28 by the United States marshal, arresting the big men of the market, to-wit, Lewin A. Wood, Geo. W. Wood, Bruce D. Tuttle, and Martin P. Quigley, who are accused of "doing" their customers out of \$342,000. Warrants were issued for Chas. T. Kelley and Clinton D. Phelps of St. Paul and E. P. Earnsberger of Superior also. The warrants were issued on complaint of W. M. Ketcham, a Chicago postoffice inspector, who reported to the court that the concern, the Wisconsin Grain and Stock Co., "promoters and managers of the Superior Board of Trade of Superior, Wis.," conspired in an alleged fraud in the use of the United States mails in violation of Section 5480 of the Revised Statutes. The fake character of the Superior Board of Trade had been previously exposed in a court of record; since which time the Government has apparently been hunting evidence to hold the gang. The Government contends that (1) the Superior Board of Trade is controlled by the Edwards-Wood Co.; that (2) it was organized for the purpose of manipulating the market; that (3) the prices on grains were fixed in the St. Paul offices of the company; that (4) the Wisconsin Grain and Stock Co. and the Edwards-Wood Co. are one and the same concern; that (5) they used the mails to defraud.

On July 5 all the defendants went before the United States Commissioner and pleaded not guilty. The hearing then proceeded, the Government first claiming that the two concerns named were identical, the Wisconsin Grain and Stock Co. succeeding Edwards-Wood Co. when the latter was held up by an injunction against use of quotation of Minneapolis. The Commissioner, however, was rather severe on the Government, and on one ruling held that unless the Government could prove that the alleged frauds committed by the defendants occurred during the regime of the Wisconsin Grain and Stock Co., the case would have nothing to stand upon. This contravenes the recent ruling of Judges Sanborn, Van Devanter, Hook and Adams, of the United States Circuit Court, in the Standard Oil suits, that testimony regarding all transactions in a conspiracy case involving the defendants under whatsoever company name, or for any previous acts which had a bearing on the case at issue, was admissible. This ruling was of great benefit to the Edwards-Wood end of the game.

The testimony showed a most rotten condition of affairs and that deliberate swindling was practiced by manipulation of quotations sent to customers and by manufacturing quotations by means of dummy brokers.

On July 8 Judge Lochran at Minneapolis appointed Ashley Coffman of St. Paul receiver for the Wisconsin Grain and Stock Co. on petition of Wm. J. Haggerson of Bessemer, Mich., a creditor to the amount of \$2,300; and President Phelps conceded that the move would put the company out of business.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

NORTHWESTERN CROP REPORT.

Editor American Elevator and Grain Trade:—

In Minnesota and the Dakotas, as a whole, wheat, oats, barley, flax and rye give promise of an average yield. There is, however, a territory in North Dakota, which includes the counties of Rolette, Bottineau, Ward, Benson, Pierce, McHenry, Wells and McLean (the middle third of the north half), where it has been too dry all season and the crop is badly spotted.

No other district in the three states calls for special mention or qualification.

Early-sown grain is heading out in the southern counties and wheat is shooting for head as far north as the line dividing North and South Dakota.

Corn does not promise to be a good crop. The period of growth is still two weeks late.

"Green bugs" are found in the fields, but in every case those sent to us have been pronounced by Professor Washburn to be the native aphids, and the southern grain plant louse has not been found in Minnesota or the Dakotas.

Yours truly,

THE VAN DUSEN-HARRINGTON CO.

Minneapolis, July 5.

NATIONAL HAY ASSOCIATION.

Editor American Elevator and Grain Trade:—

Secretary Carr, chairman of the committee on grades, was designated to arrange for the Hay Exhibit at Niagara Falls in connection with the annual convention of the National Hay Association. He has written the secretaries of all the principal exchanges of the country, asking them to send sample bales of the different grades of hay that are handled in their respective markets. It is hoped that there will be no delay in sending forward these samples; and that there may not be, I have urged every member of our Association to take it up personally with the exchanges to which they belong and see that the hay is shipped at once to George T. McComb, Niagara Falls, N. Y.

Our Association, for the first time in its history, has over 800 members in good standing. If all will lend a hand we can make it 900 by the time we meet at Niagara.

On account of so many states having a two-cent fare, no reduced rates to the convention on July 16-18 could be secured, but where the two-cent fare is not available the regular summer tourist rates will apply.

Yours for success,

E. M. WASMUTH, President.

Roanoke, Ind.

RECIPROCAL DEMURRAGE IN MINNESOTA.

Editor American Elevator and Grain Trade:—

Enclosed find copy of the Minnesota reciprocal demurrage law, that became effective on July 1. This bill will, in our judgment, be of greater benefit to the farmers, independent and unorganized shippers, than all the rate reductions and other alleged railroad concessions made this past year.

It is, I believe, generally conceded that a shipper can do business under discriminative conditions, such as heretofore prevailed, as well as pay excessive rates of transportation, while success is almost impossible without the ability to secure reasonable transportation service. This is especially true with the hay and grain shipper who has the misfortune to be situated at an interior point on one line of road.

We were compelled to put up a strong fight against the railroad lobby and the special-privi-

leged class of shippers before securing the passage of this bill; and in this connection I desire to say that much credit is due Senator R. M. La Follette of Wisconsin for the assistance rendered us. He advised with the writer at the beginning of our campaign, some five years ago, until our object was accomplished in April of this year. The Senator is heartily in favor of a national reciprocal demurrage law, and intends to introduce a bill in Congress at the next session, similar to the Minnesota law. Although Senator La Follette is located in Wisconsin, the people of Minnesota and the Dakotas are indebted to him for much, if not all, of the railroad legislation enacted by the last legislative session.

Awaiting the pleasure of meeting you personally at the July convention, I beg to remain,

Yours very truly, GEO. S. LOFTUS,
Chairman Trans. Com. Nat. Hay. Association.
St. Paul.

SEED TRADE ASSOCIATION.

The twenty-fifth annual meeting of the American Seed Trade Association was held in New York City on June 25 and 26. President Wood congratulated the trade on its generally prosperous condition and the superiority of American-grown seeds, but referred to the need of greater care and skill in their production and of seed control at all state experiment stations. Treasurer Kendel reported receipts of \$1,547 and expenditures of \$928. Papers were read on "Reminiscences of the Seed Trade," by F. W. Bruggerhof; "What the Department of Agriculture Is Doing for the Seed Trade," Dr. B. T. Galloway; "History of the American Seed Trade Association," S. F. Willard; "The Twentieth Century Seed Catalogue," J. Horace McFarland; "Free Seed Distribution," Alexander Forbes. A banquet was given at the Hotel Astor the second evening. George S. Green of Chicago

THE GRAIN STANDARDIZATION BOARD.



THE PERSONNEL OF THE GRAIN STANDARDIZATION BOARD OF THE AGRICULTURAL DEPARTMENT AT WASHINGTON.

The names and antecedents of the members of the group, reading from left to right, are as follows: EMIL G. BOERNER, B. S., University of Minnesota School of Agriculture. Has been one year in the Department of Agriculture, and during the past winter has been in charge of the work of grain standardization in the European laboratory. He will have charge of the grain standardization laboratory at Minneapolis during the coming year.

W. P. CARROLL, A. B., B. S. A., University of Wisconsin. Has been employed by the Department of Agriculture for the past year as scientific assistant in the New Orleans laboratory. Will have charge of the same laboratory during the coming year.

CLYDE E. LEIGHTY, B. A., Illinois Wesleyan University. Has been in the Department of Agriculture for the past two years, and for the past year has had charge of the grain standardization laboratory at New Orleans, and will have charge of the laboratory at St. Louis during the coming year.

JOHN D. SHANAHAN, expert in charge of general project of grain standardization. With the Buffalo Grain Inspection Department for twenty years, and for the last eight years its chief grain inspector and weighmaster.

J. W. T. DUVEL, B. S., D. S., in charge of laboratory methods for the general project of grain standardization and one of the inventors of an apparatus for testing moisture in grain.

LESLIE A. FITZ, B. S. C., Kansas State Agricultural College. Has been with the Department of Agriculture for the last five years, and during the past year has been in charge of the grain standardization laboratory at Baltimore, and during the coming year will be in charge of a like laboratory at Duluth, Minn.

LE ROY M. SMITH, laboratory aid. Has been with the Department of Agriculture during the last five years, and during the coming year will be stationed at the Washington laboratory.

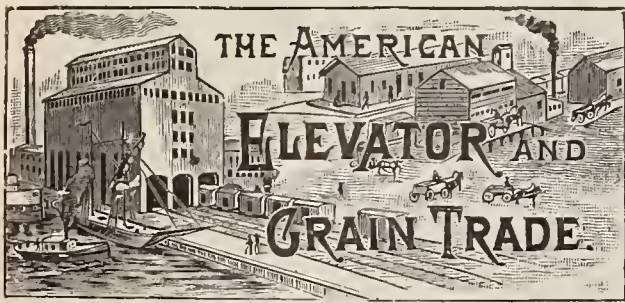
C. A. NEAL, A. B., Johns Hopkins University. Has been with the Department of Agriculture during the past two years, and during the past year as assistant in the Baltimore laboratory, and during the coming year will have charge of that laboratory.

Toledo's inspection rules are unchanged this season, except that No. 3 white oats are made grade lower, while what was called No. 3 white last season will be called standard this year, the same as most other markets. Standard is the speculative grade, the same as it has been for all new crop futures.

A farmers' corn school and stockmen's convention will be held at Rushville, Ind., under the direction of Prof. Christy of Purdue University from December 16 to 21. This will be the first experiment at holding district meetings out in the state, the conventions formerly being held at the University.

was elected president, C. E. Kendel, Cleveland, O., secretary-treasurer.

At the first annual meeting of the Dakota Improved Seed Co. at Mitchell, S. D., directors were elected and the following officers chosen: L. R. Erskine, president; J. T. Morrow, vice-president; W. A. Wheeler, secretary, and S. E. Morris, treasurer. The company plans a three-story building, measuring 70x124 feet. Contracts have been made for growing 400 acres of corn, 60 acres of millet, 200 acres of wheat, 125 acres of oats, 40 acres of barley, 170 acres of flax, besides many acres of smaller amounts.



PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY
MITCHELL BROS. COMPANY
 (INCORPORATED.)

OFFICE:
 Manhattan Building, 315 Dearborn Street,
 CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor
 A. J. MITCHELL.....Business Manager

Subscription Price, - - - \$1.00 per Year
 English and Foreign Subscription, - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JULY 15, 1907.

Official Paper of the Illinois Grain Dealers' Association.

GOVERNMENT INSPECTION.

The man who above most other men delights in bluff about Government inspection of grain is our familiar friend, Senator McCumber of North Dakota; and what he knows about it would not take very long to tell. He operates, however, a very active literary bureau at Washington, which is just now exploiting the idea quite vigorously. But as it is all for the Senator's political advantage, one must not take it too seriously.

That the Government will eventually get around to this thing, we believe is inevitable; but, as the trade has found when trying honestly to work out a system of uniform grading on its own account, uniform grading is attended with a degree of practical difficulty that we assume no one is more thoroughly conscious of than the men of the Agricultural Department who would be charged with the execution of any Government inspection act that might be put upon the statute book.

Many people have a confirmed faith in the magic of the word "Government." Things that are impracticable, or uncommonly difficult, for individuals, become easy when they are thrown upon "the Government," which is only another way of saying that what all of us can't do for ourselves, a few of us must do for all of us. So this matter of uniform inspection. "All-of-us" seem now to be incapable of putting it into practical operation by our own concert of action. So a few of us (that is to say, the young men shown in the picture on another page, from the Bureau of Plant Industry) are studying this problem of grain standardization to develop a practical system of uniform inspection. When they shall have worked it out to a system that will operate on a broad scale as on a narrow one, we shall

have Government inspection; but we are free to say that we believe all the plans of Senator McCumber and of Congressman Watson to bring this about before the Department is ready will be failures. It will come in due season; but it can't be forced.

UNIFORM GRADE CONGRESS.

In some respects the rules of the Uniform Grade Congress, as revised by the second meeting of the Congress, seem to be farther away from universal adoption to-day than were the rules originally promulgated by the Congress. Yet the rules themselves are probably more practicable now, from a working point of view, under present conditions in the grain inspection departments, than the original ones. The objections to the use of the word "reasonably" are fundamental, of course, from a strictly scientific standpoint; yet the defenders of the word in the terminology of grain grading are measurably correct in their contention that its long use has given it a technical significance that is practically definite in its character.

And yet the word "reasonably," in the last analysis, is at the bottom of all the differences in grain grading, and is the Theban sphinx blocking the road to uniformity. So long as the exchanges can use the inspection as a factor in their competition for the grain, inspectors will feel exchange influence and the flexibility of the word will obtain in practice.

So it is reasonably certain now, in view of the debates at the second Congress; in view of the action of certain exchanges on the amended rules, and of the results of the meeting at Old Point Comfort, that the acceptance of the uniform rules will never take place by the voluntary action of the exchanges themselves.

FINANCING A CROP.

The Iowa association of grain dealers objects to the proposed uniform bill of lading, now under consideration by the Commerce Commission, because it is not explicit enough in protecting the shipper against loss or damage in transit. This is a valid objection, of course; but it is one of quite minor importance compared with that made by the American Bankers' Association, to wit, that the method of issuing the bill is not properly regulated and safeguarded to warrant the bankers in further using the bill of lading as a basis for credit.

When it is considered that by a process of slow evolution, the order bill of lading has been developed as a means and process for financing the movement of all our grain and hay crops, this threat of the bankers to stop loaning money or credit on bills of lading because of their imperfect form or because of the sloppy manner in which they are commonly uttered (not improved upon by the new bill) becomes a most serious matter. It goes to the very foundations of the current methods of conducting the trade, and the suspension of the use of the bill of lading as collateral would mean the absolute obliteration

of probably 60 per cent of the smaller grain buyers of the country—perhaps more. It would, in fact—as Mr. Lewis E. Pierson, president of the Irving National Exchange Bank of New York, said to the Michigan Bankers' Association on July 10—result in the elimination of the small man who is dependent on the negotiability of his bills of lading to keep in bank his working capital and "transfer all shipping operations [in grain and hay] to corporations of unlimited credit."

Now this matter needs immediate attention; and, so far as we can now see, the quickest and most effective way of making objection and protest would be for every grain dealer who reads this to immediately address a letter of protest to the Commerce Commission at Washington, in which protest the officers of the associations should join. It must not be imagined that the loose methods of the past will continue. The courts are throwing too much responsibility on the banks for us to expect that; and their rejection of this kind of collateral is certain unless its form and the method of its issuance are revised and improved. And this can readily be done without unnecessarily burdening the carriers.

VOLUME XXVI.

In opening with the present number Vol. XXVI of the "American Elevator and Grain Trade," the publishers desire to thank its many patrons for their liberal and continued patronage, extending over a quarter of a century. It is with no little personal satisfaction that the publishers view this entry upon the twenty-sixth year of the paper's history, not simply because it is the twenty-sixth year, for age in itself is no special credit to a man or to an institution, but because age is in this instance due to the continued practical expression of the trade's confidence in the paper and to recognition of its usefulness as a trade journal. It is a great thing to feel that the trade is pleased with what one has endeavored to do.

It has always been the aim of the paper to concern itself with the more important problems that beset the trade; yet it recognizes that many apparently minor matters need continually recurring comment, almost to the point of tediousness. But daily life is made up of details that men will neglect. We are all alike—we forget things; or we let things go; we cease to take pains on all occasions and pass many things as "good enough" that might be better done; and though we always suffer from our neglect, our losses do not always make us more careful or observant.

And so there must necessarily be many repetitions in the numbers to come of trite subjects and dwelling on things we all know we ought to respect but do not; but with it all we trust there will be given the reader much that is new and also many old ideas that may prove valuable in new ways. The successful conduct of the grain business is peculiarly a matter of gumption—expertness, keen observation, accurate knowledge, not only of grain as such, but of ways for marketing it

to the best advantage, that are not by any means obvious even to men well informed. With the help of the readers and kind friends in the trade, we trust to assist the reader in the future along these lines; frankly confessing, however, that the dealer who expects any trade journal to be his only vade mecum and familiar will be disappointed often—personal study of the business from the standpoint of each one's own environment is the first step to success, without which the best that can be expected will be but partial attainment.

CHICAGO PUBLIC ELEVATORS.

Judge Honoré has ruled that a Chicago public elevator man may go out of the business at will, which is undoubtedly sound doctrine; and no effort was made by the Chicago Board of Trade to put any restraint upon strictly private companies, operating houses built by themselves, from doing so; but the Board did endeavor, and will endeavor, to restrain the common carriers from closing their own terminal elevators to the public, as would happen if the lessees of the Rock Island, Burlington and Illinois Central elevators, the only parties against whom the Board brought actions, should cease doing business as public elevators.

It is true that Judge Honoré has precedents for his further ruling that railway companies are not authorized by their charters to operate as public warehousemen; but it is a preposterous supposition they shall not complete their functions as carriers or that shippers on those roads shall be debarred from using the railway terminal facilities in Chicago and be forced to sell their grain to the said lessees exclusively. Such a condition would be intolerable and would create a monopoly of the most offensive sort.

It is beyond reason to expect the courts to sanction such an anomalous situation—such as, for example, that which would obtain were the Illinois Central Railroad Company to deliver over its grain terminal facilities in Chicago to a single private corporation, when that railway is itself not only the legal creature of the state, but actually is the beneficiary of the state's bounty in a very large sum. And such a situation would be the more outrageous, since the same railroad company is now operating public elevators at New Orleans and charging its patrons there nothing for terminal service which its lessees refuse absolutely to render the public at Chicago.

The elevator question as it stands is up to the Illinois Supreme Court. What that body will do with it will be seen in due time. That the state has power to regulate the grain warehouse business is undoubted. This power was fully established by the case of *Munn vs. Illinois*, 94 U. S. 113 (1876), and that principle has never been departed from by the United States Supreme Court. It was there held that "a government may regulate the conduct of its citizens toward each other, and, when necessary for the public good, the manner in which each shall use his own property."

The railroads surely cannot be relieved of a responsibility which is thus put upon private individuals, or of rendering a service as carriers which the defendant railways in the "allowances" cases at all times have admitted it was their duty to render.

UNIFORM BILL OF LADING.

After two years, more or less, of conference, the uniform bill of lading committee has agreed upon a document. "Freight," referring to the fact that it took ten years to enact the Harter Act (ocean bill), says: "We think the committee ought to be congratulated upon the fact that they have agreed, and within a reasonable time." The congratulations would be the more spontaneous and hearty were anyone satisfied with the bill itself.

As it is, the bill of lading pleases no one. The document is so far disliked by the carriers that "Freight" says it "will not receive the approval of those not directly parties to the agreement;" shippers object to it on various grounds, such as its inequity and its sacrifice of their rights, in part at least; while the bankers object to it because, as they urge, there should be two forms of bills of lading, one for ordinary shipments and not negotiable, and another which would be negotiable, the latter to be consecutively numbered, and when issued the railroad should be responsible in case of manipulation.

Under the circumstances the agreement of the committee amounts to but little. A document that needs so much correction, and in so many ways, can be satisfactory to no interest, and if promulgated by the Commerce Commission will result in nothing but continual friction. It ought not to be a difficult matter, certainly not an impossible one, to draft a bill of lading that would protect the rights of all parties in interest; and this should be done by some authorized body before any change is made that would retire the forms of bills of lading that are now and have been so long in common use. Nothing is to be gained by a change that is not definitive in itself.

'S MATTER WITH KANSAS?

After much labor the Kansas State Charter Board has brought forth "another queer thing"—granted charters to the Farmers' Terminal Elevator Company and the Christie Commission Company. "Can the leopard change his spots" simply by crossing a line?

Here is a small aggregation of very rich interests that have hitherto been nothing but an organized bucket-shop—doing an immense business, it is true, and, so far as appears, doing it on the square, as bucket-shops go or as Monte Carlo has done its "business" for a generation, but still nothing but a bucket-shop, whose transactions are as completely gambling operations as are bets on the red or the black in the Casino. Nevertheless, so muddled is the more than average man in his perceptions of the character of the Christie business, to which hitherto the elevator busi-

ness now represented by the promoters in Kansas City of the Farmers' Terminal Elevator Company has been part and parcel, that even so wise an authority as the Kansas Farmer is able to take an apparent pride in saying:

This movement was first suggested some months ago in the Kansas Farmer office. The companies just chartered, the Farmers' Terminal Elevator Company and the Christie Commission Company, are the first to obtain authority to do business in Kansas. They will doubtless be followed by many others, so that there will be no necessity for crossing the state line with Kansas grain in order to reach the great mid-continental market. Most of the great elevators are in this state. By keeping the transactions in Kansas the inspection and weighing laws of this state will control. On this and many other accounts it is desirable from the shippers' viewpoint to market the grain on this side of the line. Doubtless the opening of the new market will be duly announced and an invitation will be extended to Kansas farmers to patronize it.

It is certainly amazing that so able a journal as the Kansas Farmer has no better conception of the real character of the concern it commends so highly than this. Kansas City, Kan., is not a market, and, put in this way, under the control of the gambling interests directly, it never can become one; but the unfortunate thing is that the Farmer is not able to see why this is so; and so will keep on inviting its confiding readers to trust their trading interests to men who happen to be playing now on the Chauvinism of "state loyalty," rather than trusting them to the legitimate trade in the public exchange in Missouri, which is the only medium at the mouth of the Kaw that can "market" grain in the real sense. The other is simply a bloodsucker taking illegitimate toll of it.

THE EXPORT TRADE.

Louis Müller of Baltimore, writing to the "Annals of the American Academy" upon the German tariff, the maximum rates of which have been again postponed for a season, says that "there is absolutely no hope of competing with any country that enjoys the minimum rates, if the United States has to pay the maximum duty rates, because it is hardly conceivable that the wants of Germany cannot be entirely filled by any country enjoying the minimum rates."

Which is doubtless true enough; but even under present conditions abroad our exports of grain are rapidly growing less, from various causes, chief of which is probably our own rapidly increasing home consumption. For example, of the world's exports of corn of 135,724,000 bushels from November 1, 1906, to June 22, 1907, America exported but 55,048,000 bushels, whereas in the same period of 1905-6, of 139,244,000 bushels America exported 87,200,000 out of a smaller crop than our last. In the same way, the oats exports decreased 30,692,000 bushels in 1906-7.

So it begins to look as if our concern for the foreign business were getting to be somewhat out of date, except that we should be honest enough to ship our buyers what we sell them, when we do sell them at all, and not contract to ship one thing and thereafter work the inspectors to allow us to ship something far different.

Editorial Mention.

The car-shortage trouble has already begun for the season of 1907-08.

"Isolation breeds suspicion." Meet your competitor and at least test the merits of your suspicions.

The new Toledo grades for 1907 crop are now ready. If you don't receive them, send to the secretary of the Produce Exchange.

Ohio dealers are seriously discussing "clean grain" and the buying of graded grain only. Why not? That's what the dealer must sell.

Kansas City and New Orleans are still trying to justify their shrinkage of the weight of grain consigned to them; but they will never succeed.

The next problem to be settled right in several terminals is the reinspection nuisance—the dealer has been jug-handled about as long as he can stand it.

Down in Kentucky, where the Society of Equity has locally "cut out" the dealers and millers, the latter have started a "back fire" by themselves organizing.

Again caution your country patrons to build good corn cribs and to house their corn for proper curing; both of you can make more money handling good corn than poor.

In getting ready for next season's work, start with a new system of bookkeeping which will include more comprehensive records of all your transactions with the carriers.

There will be no reduced rates, probably, to the National Association meeting in October, but the 2-cent fare is in force in most of the grain-surplus states, which is about equivalent to the old fare-and-a-third rate.

Illinois country newspapers say that the "heavy grain buyers" are scouring the farms and "offering good prices for grain now growing in the fields." As a natural consequence, "farmers are in a quandary."

The New England Grain Dealers' Mutual Fire Insurance Company has secured in the short space of a few months \$1,000,000 worth of risks at a \$4,000 limit. This is a great record; and is a commentary alike on the energy of the company's officers and the high rates charged "down East" by the old-timers.

The limit of claim of non-liability for damage to elevator on right-of-way was reached in the Hillmer case at German Valley, Ill. The C. G. W. Ry. has destroyed the elevator by smashing it with a wild engine, and now refuses compensation. Now, doubtless, the company is within its legal rights, but the elevator is a necessary appendage to the station fixtures at German Valley, of as much use to

the company as to its owner, who could, of course, take no precautions against such an accident, not even that of insurance.

Don't expect to collect claims for damages of any sort that you can't yourself establish by documentary evidence. Your claims may be honest ones; but if you can't prove them, they stand in the same list as the dishonest ones; and there are plenty of the latter.

Two more new elevators have been contracted for to be erected in the rice country of Texas. This is an encouraging sign of progress and the breaking away of an important trade from the old custom of handling rice from the farms in bags exclusively, that is "more honored in the breach than in the observance."

Toledo is considerate. Some men are sensitive; and in deference to those shippers who think that the trade does not understand the real meaning of the term "no grade," the market has substituted therefor the term, "sample grade." It is, of course, a distinction without a difference; but for that reason, if there is any suspicion of a stigma being put upon the grain by the former term, there can be no objection to removing it.

A correspondent of George H. Morgan of the St. Louis Merchants' Exchange offered to "predict" the stock market for its members for and in consideration of a salary of only \$10,000 a year. But he was turned down; and the public has to rely, as in the past, on Tom Lawson and the other self-anointed prophets who cost the investing public, we imagine, rather more annually than the measly \$10,000 asked by Mr. Morgan's modest friend.

Pacific Coast grain shippers have begun suit against the O. R. & N. Co., claiming damages of \$31,860 for failure to supply cars as demanded for carrying grain and for delays in moving cars loaded with grain. The complaint sets up the usual intolerable delays in transit—cases of 45 to 157 days when 15 would be the limit of a "reasonable period." The shippers have the further reason for their complaint in the fact that the road named particularly advertised its ability to handle grain as a through carrier.

The grain dealers of this country have troubles of their own, but the trade as a whole is hardly in the situation of that of the Canadian Northwest, where the danger from socialistic ideas is not mitigated by the evident sympathy of the ministry (for political purposes?) with the "grain growers." The demand of the growers at the recent conference that, "the provincial government shall acquire and operate a complete system of storage elevators throughout the province, and that the provincial government request such modifications of the grain and inspection acts and such co-operation of the Dominion government as will make the system capable of yielding the

most benefit possible to the producer," may not be met; yet one can hardly fail to see that the tendency in Canada is toward a much more drastic scrutiny of trade conditions there than we have any reason to expect, at least for a long time to come, in this country.

A good many long-headed elevator owners are invoicing their plants in a thoroughly systematic manner, making blue prints of the building plans and listing every article in their building, including all materials from nails up, and all machinery of every sort from pulley hangers, oil cups, belts, on through the list, and showing the location of each machine, together with a most minute description of the entire premises. In case of fire loss, such an invoice would be simply invaluable to the owner, since, by reference to it, every item of loss, great and small, could be established beyond cavil. All guesswork would be eliminated.

It looks as though the matter of politics were about to be injected into the execution of the Stillman law of Iowa. It is not likely the regular dealers will voluntarily open war on the farmers' companies in general, as the country newspapers say they intend to; at the same time it is hardly a conciliatory circumstance that the Attorney-General should go out of his way to announce that "the Stillman law does not apply to the farmers' organizations." Quite as good authority as the Attorney-General say, on the contrary, that the law does apply to all farmers' companies operating under the penalty clause. As the Attorney-General is charged with the execution of the law, his position, in view of the differences of opinion on this question, as yet not directly passed upon by the courts, is not quite reassuring as to his entire fairness.

A Chicago city paper, while discussing state politics recently, said that "Chief Inspector Cowen is in bad repute" with the machine—not having appointed to jobs in his office certain handy and capable workers on the right side and not having removed certain others. Then, so the story goes, "Mr. Cowen told the leaders that these men were in the state grain department before he came here; that they are thoroughly competent inspectors, and that he would not remove them. In fact, he had just before promoted one of them in the service. Further, Cowen is credited with having said that while politics might be considered in the matter of clerkships and places requiring no special skill, he would not permit politics to be used in the inspection service; that the men objected to were among the best inspectors, and they should remain in the service while he was at the head of the department. Considering its source, one is inclined to think this "serious charge" may be taken, perhaps, in a "Pickwickian sense"; nevertheless, Mr. Cowen is the first inspector at Chicago for a number of years who has shown a disposition or capacity to conduct the grain inspection department as a business concern; and whether the politicians

like it or do not like it, he ought to have the hearty support of the trade in his position. The Board of Trade grain committee certainly has great confidence in his executive ability and his purpose to be fair; and it is true there has been less complaint of the inspection during the past two years, more or less, than for a very long time previous.

The July crop report indicates a large shrinkage in the surplus of wheat of this crop, which will probably wholly disappear. There may be a loss in the volume of corn also, as there is assuredly in that of oats. There are people who look with entire equanimity on such conditions, provided there is no actual scarcity. The farmer may, indeed, get as much cash for his crop, be it large or short, but even that is doubtful; certainly, the dealer will not, who gets practically only a given margin per bushel, which is independent of the value of the grain, for the most part. There is but one way to "beat" a short crop, and that is for the country dealer to adopt the tactics of the "big elevator men"—buy grain for what it is worth on the wagon, clean, mix and condition it; grade it to suit the most convenient market, and then consign it to be sold by sample, meantime hedging the original purchase as protection. That is the way the money is made in the business. If a country dealer objects to taking pains and is content to sell "3 or better" and give all the profit of manipulation to the "receiver" he "has no kick coming" if he makes no money on a short crop—he won't make his share of it even on a big one.

Judge Taylor at St. Louis, in issuing his injunction restraining the Missouri Railroad and Warehouse Commission from taking over the control absolutely of the weighing of grain in that market, seems to think that—

To compel every owner of grain desiring to sell or store his product at any point in the state to submit to exclusive state grading and weighing of his private property is an unwarranted encroachment upon his private business. While private property may, by reason of the use to which it is put, become like that of common carriers, yet it is the use and not the nature of the thing which gives it public character. So with an occupation such as dealing or storing or handling of grain. It may be so conducted as to affect the public, but not necessarily so, and may be a strictly private business. If done through public elevators, it is public under the directions, but nowhere has the court found a case holding that it is, however conducted, public in its nature.

In other words, the court has apparently remembered that inspection and weighing is not per se a public function at all. The inspector is simply an umpire standing between a buyer and a seller, who may consent to inspection and weighing by any other person than the "official" inspector if they see fit; as, indeed, they did in the old time in all markets, where for pure convenience buyers and sellers consented to the action of the exchange inspectors, etc. But now that we have come to expect and have consented, in fact, to unending meddling by "the Government" with private affairs, there is no reason to expect the evolution we have seen will ever take an atavistic or retrograde tendency—we are in for it forever.

DIogenES SHOULD LOOK IN CHICAGO.

On July 6, Edward W. Bailey, of E. W. Bailey & Co., mailed checks aggregating \$56,621 to forty-six creditors. Mailing checks to creditors is common enough in Chicago; but in this case the fact calls for special remark. E. W. Bailey was carried down by the failure of John Cudahy and A. W. Wright on August 1, 1893, for whom he acted as broker. At the then settlement he was able to pay out but 35 per cent of the amount involved, which was done within thirty days after his failure. The sum paid on July 6 represents the remainder of \$31,000 due at that time, together with 6 per cent interest for fourteen years.

In the eye of the law Mr. Bailey owed no man a cent; and in now making payment of the debt he has given expression to a sense of personal honor that passes beyond the ideals of the aver-



EDWARD W. BAILEY.

age business character; and his numerous friends on the Chicago Board of Trade delicately showed their appreciation of his action by presenting him with a bunch of American Beauties, each one representing \$1,000 of the amount of money paid out. Secretary Stone made the presentation speech, and Mr. Bailey was complimented and congratulated by everyone.

E. W. Bailey was born in Elmora, Vt., on August 31, 1843. He worked on his father's farm until he was twenty-six years of age, when he started in the grocery business in Montpelier, a line to which he added, a year later, the grain and milling business. After eight years in that business, he removed, in 1879, to Chicago and bought a membership in the Chicago Board of Trade, and began operations in the grain business, the firm being Bailey, Bullock & Co. Four years later the firm name was changed to E. W. Bailey & Co., which has not since been changed.

UNIFORM BILL OF LADING.

An agreement has been reached by and between the representatives of the railways and the shippers composing the Uniform Bill of Lading Committee, after about three years of negotiation. The bill as published will hold the initial road and its connections liable for a shipment from start to final delivery. The new bill was submitted to the Interstate Commerce Commission in June, in accordance with the agreement made with that body some three years ago, and will be embodied in an order, or rule to put it into effect on January 1 next, or else it will be submitted by that body to Congress for enactment as law. The bill is substantially as follows:

The bill starts by fixing the responsibility of the carriers: "The ——— Railroad Company and connections," etc., which company agrees to carry to its usual place of delivery at said destination, if on its road, otherwise to deliver to another carrier on route to said destination. It is mutually agreed, as to each carrier of any or all of said property over all or any portion of said route to destination, and as to each party at any time interested in any or all of said property, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written, herein contained (see conditions on back) and which are agreed to by the shipper and accepted for himself and his assigns, as just and reasonable.

"In issuing this bill of lading this company, with respect to the portion of the route beyond its own line, acts as agent and agrees to transport only over its own line."

While the initial carrier "agrees to transport only over its own line," this clause does not exempt the initial carrier from the liability imposed upon it by law for loss, damage or injury not occurring on its own line or its portion of the through route, or occurring after the property has been delivered to another line. The responsibility in such instances is fixed by the interstate commerce law. In signing the bill of lading the agent of the initial carrier also signs on behalf of all others interested in the transporting of the shipment.

Section 2 fixes the responsibility for loss and damage on the road in possession of the freight at the time of such loss or damage.

Section 3 gives the carrier the right to divert a shipment from its natural route if circumstances make it impossible to carry out the original instructions of the shipper; and, in case of diversion to a water route, the responsibility shall be the same as if entire carriage was by rail.

"Claims for loss, damage, or delay must be made in writing the carrier at the point of delivery, or at the point of origin, within sixty days after delivery of the property; or, in case of failure to make delivery, within sixty days after a reasonable time for delivery has elapsed. Unless claims are so made the carrier shall not be liable. Any carrier or party liable on account of loss of, or damage to, any of said property, shall have the full benefit of any insurance that may have been effected upon or on account of said property."

In the matter of grain shipments the railroads have taken measures to stop the use of cars for storage purposes at points where there is a railroad, public, or licensed elevator, by incorporating in the conditions the right to place such grain in the elevators, if not promptly unloaded, the grain to be subject to a lien for elevator charges in addition to all other charges which may have accrued on the shipment.

The liability when the consignee does not remove the property within a reasonable time, is practically the same as provided by the interstate law and those of various states. The fixing of responsibility for delivery and reception of freight at places where no regularly appointed agent is employed is the same as in the old conditions—the shipper is responsible until the car is attached to the train and the consignee bears the burden after the car is placed on the sidetrack.

By section 9 the railroads are relieved of the responsibility for loss or damage to shipments carried partly by water, resulting from the perils of the lakes, sea or other waters, or from explosions, it being the determination to compel shippers to take out marine insurance on all such shipments. In the recent tariffs covering lake and rail and ocean and rail shipments, the marine insurance is included in the freight rates.

First sales of wheat for May, 1908, delivery were made in the Chicago market on July 3 at \$1.05¾ and \$1.06¾ and the close was \$1.05¾.

TRADE NOTES

The Pittsburg office of Barnard & Leas Manufacturing Co., Moline, Ill., in charge of W. B. Hoover, has been removed from the First National Bank building to Room 901 Hartje building.

The Melrose Milling Co. of Evansville, Ind., have ordered a large Standard Hess Drier, to be erected at their Princeton, Ind., plant, and the erection of the housing for it has already been started.

The Minneapolis Steel & Machinery Co., Minneapolis, Minn., have recently opened an office at 352 Phoenix Building, Butte, Mont., under the management of J. E. Lanning. This is for the purpose of caring for the company's growing trade in Montana.

The Philip Smith Company of Sidney, Ohio, will shortly have on the market a new corn sheller and a corn cleaner, as well as some other improved machines for grain elevators. The shops at Sidney have been exceptionally busy, with no cessation of orders at the beginning of the summer months.

C. A. Foster, the well-known commission man of Pittsburg, has favored his friends and customers with handsome gun metal ash trays to commemorate the fourteenth convention of the National Hay Association. Mr. Foster expects to be present at the convention and hopes to meet a large number of his friends.

The Charter Gas Engine Co. of 400 Locust street, Sterling, Ill., have a very convenient catalogue in their "Red Folder" from the fact that it is of convenient size to be carried in a coat pocket. Although the folder does not take up very much space it illustrates and describes a considerable number of Charter engines and accessories.

The Witherspoon-Englar Co. of Chicago are now located in larger offices in rooms 1244-1250 Monadnock Block. They expect to have the elevator for the Western Glucose Co. at Robey, Ind., finished by the middle of August. It consists of mill construction operating house, with brick walls and concrete storage tanks. It will be operated electrically. The four storage tanks have a capacity of 200,000 bushels.

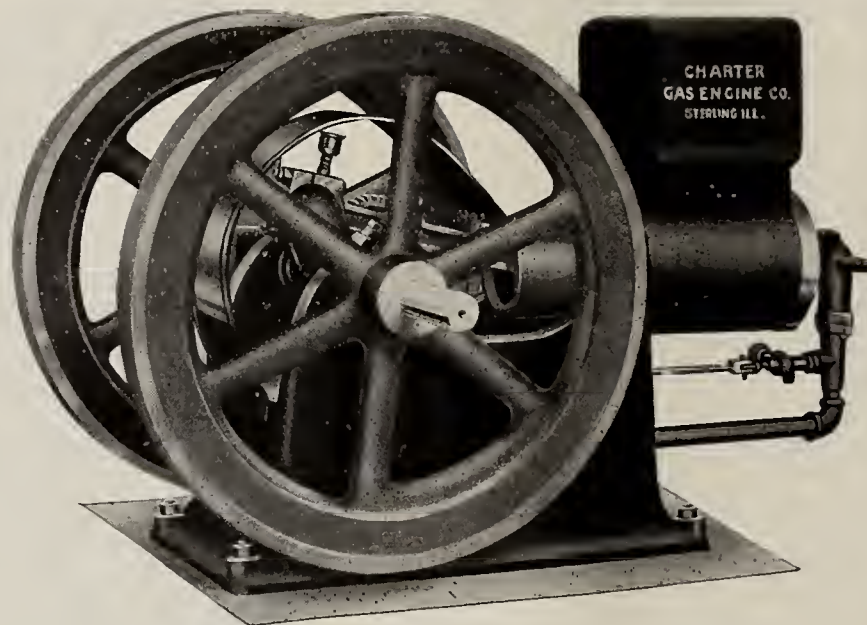
H. J. Benson, who has long been identified with the Mill Owners' Mutual Fire Insurance Co. of Des Moines, Ia., as director and since 1898 as vice-president, has been elected to the presidency of the company to succeed the late Herman D. St. John. C. C. Dwight has succeeded Mr. Benson as vice-president and in turn has been succeeded as director by W. L. Illingworth of the Waterloo & Cedar Falls Union Mills Co.

The Scott County Milling Co. of Sikeston, Mo., have ordered, and will at once install, a large Hess Pneumatic Grain Drier and Cooler at their Sikeston plant. This machine will be erected over the present power plant, the bottom portion forming a new engine room, with the Drier above, a concrete floor separating the two plants. The machine will have a capacity for drying and cooling 15,000 bushels of damp grain per day and will be ready for use on the first receipts from the corn crop of 1907.

The latest catalogue issued by Skillin & Richards Mfg. Co., Chicago, is a work of more than usual merit, not only because of the handsome way in which it is gotten up, but also from the fact that it lists everything in the way of elevating, conveying and transmission equipment required in the modern elevator as well as a large line of machinery and supplies. The book has 344 pages and is bound in maroon cloth. A number of pages are given over to pictures of some of the elevators equipped by the company. These range from the great terminal elevator to the modest

country house. The remainder of the book is devoted to the various lines of machinery made and sold by the company. These are fully illustrated and described, so that the catalogue is a complete work of reference. Elevator owners may secure a copy by writing direct to the company.

The Hess Warming & Ventilating Co. sounds a note of warning for those who will need Hess Driers the coming winter. Owing to the late and cold spring the largest corn crop ever planted is sure to be late, and therefore immature, rendering the need of drying imperative. Regardless of crop conditions, however, the demands for Hess-dried corn is so great that increased drying facilities are in demand, even by those interests already equipped. The orders on hand, and contracts for which plans are now in preparation, will call for most of the normal product of the Hess company for the rest of the year, and it is inevitable that the execution of late orders will be delayed. The company, therefore, urges in-



CHARTER ENGINE WITH OPEN WATER JACKET.

tending buyers to act as early as possible, at least in making their wants known, so every preparation may be made in advance. With a very large stock on hand and a splendid working organization, the Hess company is better prepared than ever to give prompt and efficient service, but there's a limit and that limit will be reached soon.

The Registered Tracer Co. of Springfield, Ill., is manufacturing a tracer that should prove valuable to shippers in tracing cars of grain and other commodities. The tracer consists of a cover bearing a designating number, the inside of the cover providing a blank form for full description of shipment being traced. Attached to this cover are ten record sets, each set consisting of a thin sheet of paper and a post card underneath, each set and card being numbered from one to ten and also bearing the number of the tracer. In using the tracer the party tracing makes a record of the shipment on the tracer and delivers to the agent at point of origin. He fills out one of the set sheets and cards showing to what road the shipment was delivered, mailing the card to the shipper and forwarding the tracer to the agent at the point where the consignment left the initial. The latter fills out a set sheet and card, returning the card to the shipper and sending the tracer on to the next diverting point. This process is repeated until the shipment is located. The advantages in using the registered tracer are many, chief of which is that the party tracing is not compelled to wait weeks for information regarding his shipment, but begins to get returns as soon as the tracer is sent out.

The first new wheat received in the Cincinnati market arrived on July 6 to Gale Bros. The wheat came from Illinois, and was of very fine quality, weighing 60 pounds to the bushel.

CHARTER OPEN JACKET CYLINDER ENGINE.

A gasoline engine that is meeting with great favor is the Open Jacket Cylinder Type Charter shown in the accompanying illustration. This engine is made by the Charter Gas Engine Co., 400 Locust Street, Sterling, Ill., and is an ideal power for intermittent operation.

The cylinder and water jacket are specially designed and hold sufficient water to keep the cylinder cool. When the engine is run but a short time the water does not have to be replenished, but if the engine be run for longer periods a bucket of water can be added at intervals to replace that which evaporates. The water can be drained off quickly in cold weather to avoid danger of freezing; and a pailful of water is all that is required before starting the engine.

This type is furnished in sizes up to and including twenty horsepower and, like all Charter engines, is constructed from high-grade materials

by competent mechanics. Full particulars of weight, dimensions and prices will be furnished on application.

STATE WEIGHING ENJOINED.

Judge Daniel G. Taylor at St. Louis on June 13 enjoined the operation of the Avery Law, giving the Railway and Warehouse Commission of Missouri charge and control of the weighing, as well as the inspection of all hay and grain arriving at the terminals of that state. The injunction order was so sweeping that the Commission were advised by the Attorney-General that they could not even inspect grain; and thereupon they ceased to do so, and in consequence seriously interfered with the business of the Merchants' Exchange until a modification of the order was procured, making the injunction apply to weighing only.

Under the terms of the Avery Law all warehouses at which compensation is received for the storage of grain become public warehouses, and the grain stored in them must be weighed by a state appointee. It was this phase of the law to which the Merchants' Exchange objected, and against which its officers caused the order to be directed. Attorney-General Hadley held, however, that the order could not affect a part of the law and leave the rest intact, so he advised the commissioners to cease inspecting.

The second order was more specific and restrained the Commission from enforcing or attempting to enforce the new law "in so far as it, said act, authorizes the weighing of grain at other places than public elevators, and from interfering with the present weighing system of the plaintiffs," leaving the inspection part exactly as it was before the new law went into effect, as the Avery Law does not affect inspection. The modified order restored the normal condition on 'change and trading was resumed.

RECEIPTS AND SHIPMENTS.

Following the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of June, 1907:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1907.	1906.	1907.	1906.
Wheat, bushels.....	74,055	54,598	16,000	143,411
Corn, bushels.....	1,784,573	638,850	954,210	283,093
Oats, bushels.....	182,925	382,911	918	324
Barley, bushels.....				
Malt, lbs.....				
Rye, bushels.....	3,964	11,825	17,089	29,990
Timothy Seed, lbs.....	3,199			
Clover Seed, lbs.....				
Hay, tons.....	6,325	5,603	2,370	2,238
Straw, tons.....				
Flour, bbls.....	223,465	188,460	155,447	84,889
Mill feed, tons.....				

BOSTON—Reported by Daniel D. Morss, secretary of the Chamber of Commerce.

Flour, bbls.....	132,378	139,532	67,762	69,328
Wheat, bushels.....	1,269,954	1,234,346	1,352,162	982,103
Corn, bushels.....	342,527	55,684	247,717	22,109
Oats, bushels.....	323,878	346,230	63,451	51,697
Rye, bushels.....	2,475	1,875		
Barley, bushels.....	835	1,450		9,857
Flax Seed, bushels.....			21,607	
Mill Feed, tons.....	1,670	1,234	828	52
Cornmeal, bbls.....	1,710	2,660	1,535	709
Oatmeal, bbls.....	4,703	8,414	2,165	4,413
Oatmeal, sacks.....	26,464	3,275	14,427	8,089
Hay, tons.....	13,610	18,030	303	4,050

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce.

Wheat, bushels.....	3,525,116	2,268,703		
Corn, bushels.....	4,617,663	4,226,576		
Oats, bushels.....	1,186,800	4,743,838		
Barley, bushels.....	406,600	422,360		
Rye, bushels.....	25,000	97,000		
Timothy Seed, lbs.....				
Clover Seed, lbs.....				
Grass Seed, bushels.....	18,407	7,350		
Flax Seed, bushels.....	521,400	523,000		
Broom Corn, lbs.....				
Hay, tons.....				
Flour, bbls.....	1,123,805	974,923		

Canal did not open until May 1, 1907.

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Wheat, bushels.....	920,260	356,704	893,212	872,562
Corn, bushels.....	19,398,650	14,764,109	13,426,984	10,010,634
Oats, bushels.....	5,683,042	7,034,298	4,116,152	5,453,331
Barley, bushels.....	607,386	1,114,479	222,570	112,045
Rye, bushels.....	100,000	42,858	37,279	105,846
Timothy Seed, lbs.....	683,395	1,120,865	466,064	189,080
Clover Seed, lbs.....		2,160		58,594
Other Grass Seed, lbs.....	714,830	1,284,676	1,632,451	637,615
Flax Seed, bushels.....	140,750	46,243		47,955
Broom Corn, lbs.....	729,679	681,627	980,177	471,634
Hay, tons.....	29,471	23,249	3,054	5,452
Flour, bbls.....	692,239	617,057	613,341	492,228

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Wheat, bushels.....	126,278	230,372	105,380	221,434
Corn, bushels.....	1,147,630	921,030	917,722	637,988
Oats, bushels.....	519,394	546,678	238,742	282,718
Barley, bushels.....	19,084	15,000	1,544	50
Malt, bushels.....	172,522	169,942	82,240	83,362
Rye, bushels.....	23,738	31,986	11,000	1,116
Timothy Seed, lbs.....	365		506	176
Clover Seed, lbs.....	369	641	676	480
Other Grass Seed, lbs.....	6,162	8,885	7,113	7,322
Hay, tons.....	12,820	28,189	8,874	25,721
Flour, bbls.....	92,43	101,807	64,147	59,345

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Wheat, bushels, water.....	110,000	99,000		
Do rail.....	18,576	31,520	2,855	111,806
Corn, bushels, water.....		165,000		
Do rail.....	479,465	744,060	51,218	225,490
Oats, bushels, water.....		125,000		
Do rail.....	424,579	683,365	190,378	187,130
Barley, bushels, water.....				
Rye, bushels.....	140,750	46,243		
Flax Seed, bushels, water.....	195,000			
Do rail.....				
Hay, tons, water.....				
Do rail.....	4,823	5,589	269	793
Flour, bbls, water.....	63			183
Do rail.....	5,115	6,138	2,512	2,008

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Wheat, bushels.....	113,049	191,221		13,550
Corn, bushels.....	350,607	731,271	155,717	50,850
Oats, bushels.....	181,555	374,338		41,600
Barley, bushels.....		14,200		
Rye, bushels.....	5,191	16,510	1,873	20,211
Flour, bbls.....	10,606	29,100	5,800	16,000

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Wheat, bushels.....	1,749,627	982,815	3,004,728	1,583,890
Corn, bushels.....	26,357	57,439	1,194	656
Oats, bushels.....	160,811	589,005	809,863	2,310,280
Barley, bushels.....	180,975	126,467	374,749	113,146
Rye, bushels.....	13,647	8,268	1,549	31,096
Flax Seed, bushels.....	565,115	690,515	1,131,566	1,128,301
Flour, bbls.....	453,385	654,835	501,869	747,895

GALVESTON—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Wheat, bushels.....			56,000	32,640
Corn, bushels.....				
Oats.....				
Barley, bushels.....				

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Wheat, bushels.....	1,392,000	1,136,000	1,893,000	879,000
Corn, bushels.....	1,250,000	913,000	1,162,000	862,000
Oats, bushels.....	469,500	308,000	531,000	268,500
Barley, bushels.....	14,000	27,000	5,000	10,000
Rye, bushels.....	4,000	2,000	4,000	3,000
Flax Seed, bushels.....	500	800	800	800
Bran, tons.....	810	510	3,390	1,965
Hay, tons.....	15,790	7,380	9,060	2,860
Flour, bbls.....	11,200		88,800	75,100

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles	Receipts.		Shipments.	
	1907.	1906.	1907.	1906.
Wheat, bushels.....	560,000	348,480	240,000	20,761
Corn, bushels.....	704,500	740,050	404,287	275,009
Oats, bushels.....	732,800	1,134,000	536,414	747,836
Barley, bushels.....	685,200	754,000	567,061	191,400
Rye, bushels.....	69,300	51,400	46,558	12,133
Timothy Seed, lbs.....	12,610	44,370	357,025	1,555,710
Clover Seed, lbs.....	166,990	44,125	195,525	68,560
Flax Seed, bushels.....	2,120	21,160		
Hay, tons.....	2,235	1,731	132	324
Flour, bbls.....	253,800	255,900	204,877	282,425

MINNEAPOLIS—Reported by L. T. Jamme, secretary of the Chamber of Commerce.

Wheat, bushels.....	7,635,760	4,318,140	1,804,500	1,105,900
Corn, bushels.....	631,520	363,830	355,830	155,470
Oats, bushels.....	726,240	2,200,910	1,549,920	1,649,280
Barley, bushels.....	273,940	610,070	403,270	618,370
Rye, bushels.....	69,740	50,090	66,710	30,940
Flax Seed, bushels.....	432,900	315,180	168,890	346,030
Hay, tons.....	3,320	2,577	250	20
Flour, bbls.....	28,058	16,563	1,219,784	1,025,116

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

Wheat, bushels.....	2,692,504	2,186,465	2,992,514	2,415,397
Corn, bushels.....	803,047	752,147	764,908	507,736
Oats, bushels.....	1,273,740	741,173	1,101,238	684,427
Barley, bushels.....	88,872	164,332	127,624	154,423
Rye, bushels.....				
Flax Seed, bushels.....	262,889	488,356		474,710
Flour, barrels.....	148,867	176,553	196,641	231,271

NEW ORLEANS—Reported by H. S. Herring, secretary of the Board of Trade.

Wheat, bushels.....	12,000	8,000	53,618	36,330
Corn, bushels.....	422,000	333,000	341,302	191,280
Oats, bushels.....	550,000	338,000	180,340	186,155
Barley, bushels.....				
Rough rice.....				
Clean rice pockets.....				
Hay, bales.....	53,290	68,328	4,927	3,490
*Flour, bbls.....	42,200	40,382	59,255	49,940

*Through consignments of flour to Europe not included in receipts.

NEW YORK—Reported by the secretary of the Produce Exchange.

Wheat, bushels.....	3,349,500	2,207,700	1,962,077	1,354,458
Corn, bushels.....	1,285,700	1,384,240	2,041,367	1,351,120
Oats, bushels.....	3,664,100	3,419,900	184,682	1,105,019
Barley, bushels.....	121,000	429,700		571,275
Rye, bushels.....	141,100	117,975	361,318	
Timothy Seed.....			26	
Clover Seed, bags.....	2,434	1,195	1,312	808
Other grass seed, bags.....				
Flax seed, bushels.....	296,400	1,593,300		1,266,217
Broom corn, pounds.....			Bales	Bales
Hay, tons.....	29,849	37,050	27,118	50,129
Flour, barrels.....	624,965	593,762	261,649	358,568

OMAHA—Reported by Edward J. McVann, secretary of the Omaha Grain Exchange.

Wheat, bu.....	463,200	214,800	814,000	281,000
Corn, bu.....	1,269,400	1,983,300	1,251,000	1,852,000
Oats, bu.....	555,200	505,600	958,500	738,000
Barley, bu.....	1,000	3,000	15,000	1,000
Rye, bu.....	4,000	5,000	11,000	6,000
Flour, bbls.....				

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Wheat, bushels.....	25,100	41,400	63,000	11,700
Corn, bushels.....	1,979,700	905,300	1,654,500	622,600
Oats, bushels.....	849,000	1,639,300	1,321,500	1,785,900
Barley, bushels.....	76,000	94,000	35,000	34,000
Rye, bushels.....	20,000	9,000	1,000	5,900
Mill Feed, tons.....	960	1,535	2,119	2,711
Spirits and Liquors, bbls.....				
Syrups and Glucose, bbls.....				
Seeds, lbs.....		30,000		30,000
Broom Corn, lbs.....	30,000		30,000	
Hay, tons.....	1,993	2,600	752	830
Flour, bbls.....	57,950	112,550	54,200	121,700

PHILADELPHIA—Reported by L. J. Logan, secretary of the Commercial Exchange.

Wheat, bushels.....	553,515	60,489	539,062	2,500
Corn, bushels.....	395,785	123,682	278,569	68,571
Oats, bushels.....	321,214	475,032	15,142	30,000
Barley, bushels.....	3,000	800		
Rye, bushels.....				
Timothy Seed, lbs.....	250			
Clover Seed, bags.....				
Flax Seed, bushels.....	133,000	32,800		
Hay, tons.....	10,582	8,900		
Flour, bbls.....	332,339	189,118	174,403	173,756

ST. LOUIS—Reported by Geo. H. Morgan, secretary of the Merchants' Exchange.

Wheat, bushels.....	543,000	603,000	835,535	821,870
" sacks.....	3,063	2,815	580
Corn, bushels.....	3,726,800	3,839,100	2,175,260	2,458,930
" sacks.....	5,100	3,064	4,411	98,300
Oats, bushels.....	2,060,800	1,873,000	1,392,655	1,810,320
" sacks.....	529	4,515	4,458	40,509
Barley, bushels.....	9,100	37,700	2,600	18,755
" sacks.....	444
Rye, bushels.....	12,000	15,000	7,165	21,900
" sacks.....	152	180
Hay, tons.....	23,317	17,150	12,670	9,039
Flour, bbls.....	217,470	164,380	188,076	180,020

ELEVATOR AND GRAIN NEWS

ILLINOIS.

Henry Wykle has entered the grain business at Metamora, Ill.

Charles C. Davis has sold his elevator at Laura, Ill., to the Davis Grain Co.

Albert Schwill & Co. will erect a one-story frame addition to their elevator in Chicago, Ill.

A new engine has been installed in the Edinburgh Farmers' Grain Co. Electricity now supplies the power.

Victor Dewein recently purchased C. E. Faith's elevator at Warrensburg, Ill. Mr. Faith has retired from the trade.

Twenty grain tanks of concrete construction are being erected by the Corn Products Co. at Waukegan, Ill., at a cost of \$75,000.

The Santa Fe Elevators at Chicago, which have a capacity of 1,000,000 bushels, have been made regular by the Board of Trade.

It is reported that B. B. Staley of Rising, Ill., has traded his elevator and other property to a Mr. Ludwig of Pesotum for a farm.

There are rumors that a 60,000-bushel grain elevator is to be commenced before the last of August at Belvidere, Ill. About \$12,000 is to be expended.

The Farmers' Elevator Co. has resumed operations at Hartsburg, Ill., after extensive repairs had been made. The capacity has been materially increased.

The grain firm of Roberts, Maschel & Masiman of Morton, Ill., recently negotiated the purchase of a large elevator at Blandinsville, Ill., which they will operate.

A report is out that Simeon Crumbaugh of Le Roy, Ill., has sold his grain elevator at that place to W. F. Crumbaugh. Possession will be given early in August.

It is understood the new National Elevator is about completed at Kemp, Ill. The building is quite an improvement over the one fire wiped out some months ago.

Coon Bros. are reported to have recently acquired Matt McDermott's elevator at Block, Ill., which they will operate in conjunction with the others of their line on the I. C. R. R.

The Lynch & McKee Co. of Chicago, Ill., has been capitalized at \$25,000 and incorporated under the laws of the state. Andrew M. Lynch, John E. McKee and George Flood are interested.

The Philip Grain & Coal Co. has been organized at Rogers Park, Ill., and incorporated with a capital stock of \$30,000. Those interested are Peter Philip, William T. Irwin and Harry D. Irwin.

Articles of incorporation were recently granted the H. Lambert Co. of Beaverville, Ill., which is capitalized at \$25,000. The incorporators are Hiram Lambert, Joseph O. O. Lambert and P. T. Lambert.

H. W. Riley lately acquired from Bartlett, Frazier & Carrington their grain elevator and business at Tolono. Mr. Riley represented the firm at that place for many years and will undoubtedly profit well in the future.

Articles of incorporation have been given the Advance Mill and Elevator Co. of Carrolton, Ill., which is capitalized at \$57,000. The firm will deal in grain. Thomas C. Hussey, S. E. Simpson and I. L. Lemon are interested.

The new elevator at Mayview, Ill., recently opened by J. B. Walton & Sons, is running quite successfully. The plant is quite an improvement over its predecessor and has the additional advantage of being supplied with a gasoline engine as driving power.

An elevator is to be erected by the Como Mills Co. of East St. Louis, Ill., on its property at Averyville, a suburb of Peoria, which it recently acquired from the Independent Cereal Milling Co. The company will expend \$50,000 in the improvement of its mill property.

Kurt Stoehr of Chicago lately purchased for a nominal sum the elevator and dock property on the east side of the south branch of the Chicago River, between Twenty-third and Twenty-fourth Streets, from the National Elevator and Dock Co. After negotiating a five-year loan of \$90,000 through the Chicago Title and Trust Co., Mr. Stoehr conveyed the property to Livingston T. Dickison. The land has a frontage on the river

and on Archer Avenue of 425 feet, with an average depth of 120 feet.

About 1 o'clock the morning of June 19 cracksmen blew the safe in Walton & Son's grain office at Thomasboro, Ill., and made away with \$20 and some papers, more or less valuable. The post-office and a saloon were also looted. A reward of \$200 has been posted, besides the standing government reward for postoffice robbers.

Dan Rinkenberger is building a private granary on his farm near Danvers, Ill., which is 24x28 feet in size and 16 feet to the square. The roof is half pitch and the upper story or all above the square is fitted up for oats and the lower part for corn. There is an 8-foot driveway through it for wagons and buggies. The foundation is concrete. It will be fitted up with an elevator and dump and can be filled and emptied without the use of a shovel. There is a traveling carrier at the base of the corn apartment and sloping floor. A system of loading spouts also will be arranged.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, notes the following changes during the month: C. W. Savage & Son succeed C. W. Savage at Virginia, Burlingame, Gurney, Palmerton, Anderson, Little Indian and Literbury; Central Illinois Grain Co. succeeds E. S. Greenleaf at Murrayville (mail Ashland); Cooley & Wolcott succeed Harwood & Code at Bradford; Gillham & Groves succeed Charles Wheaton at Loraine; Hollowell Bros. succeed Davenport & Felger at Harris; Munson Bros. succeed Windsor Grain Co. at Windsor; Victor Dewein succeeds C. H. Faith at Warrensburg and Heman (mail Bullardville); H. L. Stretch & Co. (Bloomington) succeed the Williams Grain Co. at Hallville; Hargreaves & Godel succeed G. E. Hargreaves at Manhattan; The Toledo Elevator Co. succeeds W. H. Graham at Bluffs.

IOWA.

A farmers' elevator company is forming at Gruver, Iowa.

Peter Lamp has again secured the elevator and mill at Mapleton, Iowa.

Chris Johnson recently sold his elevator at Bode, Iowa, to the Gilchrist Elevator Co.

A 7,000-bushel elevator will replace the recently destroyed plant at Blanchard, Iowa.

Recently the Farmers' Elevator Co. purchased the Hunting Elevator at Spencer, Iowa.

Ira Conger of Cherokee, Iowa, has bought the Northern Grain Co.'s plant at Arthur, Iowa.

A new elevator for the Neola Elevator Co. is rapidly assuming proportions at Defiance, Iowa.

The Hunting Elevator at Wesley, Iowa, which was lately destroyed by fire, is about to be rebuilt.

W. H. Harbor will build a new elevator at Henderson, Iowa, in place of the one just torn down.

Charles Swecker, who retires from the business, has sold his grain elevator at Hartwick, Iowa, to J. F. Sponseller of Lisbon.

Nearly two-score cement workers are engaged on the foundation for the new Sioux City Terminal Elevator at Sioux City, Iowa.

A new elevator to replace the one which recently burned is to be built at Schaller, Iowa, by the Western Grain & Elevator Co.

Wright & McWinney of Bagley, Iowa, recently acquired the Warren Grain Co.'s elevators and business at Yale, Panora and Cooper, Iowa.

The Neola Elevator Co. turned down the \$4,000 offer made it by the Farmers' Elevator Co. for its plant at Churdan, Iowa. Now the latter will build.

The Wells-Hard Grain Co. has disposed of its elevator at Marshalltown, Iowa, to the Farmers' Elevator Co. Robert Narber of Vienna is manager.

Conger & Ball of Cushing, Iowa, have bought the grain elevators at Galva, Schaller, Soo City and Arthur, Iowa. They are also increasing their storage at Schaller and at Arthur.

G. H. Bunton of Atlantic, Iowa, has lately acquired an elevator at Hancock, Iowa, to add to his line. His headquarters have been moved from Walnut to Atlantic.

The contract for the new farmers' elevator at Rembrandt, Iowa, has been let. It will cost \$4,000, and will be equipped with hopper scales and other modern improvements.

It was recently decided by the stockholders of the Farmers' Elevator Co. at Lavinia, Iowa, to build another elevator, which will be larger and more modern than the present structure.

Chris Williams recently contracted for the erection of a new 40,000-bushel elevator at Stratford, Iowa, which will cost about \$6,000. The building will be 45x35 feet in dimensions and cribbed about

50 feet up. It will be about 80 feet high. Mr. Williams' business has grown to such proportions he finds a new building is absolutely necessary.

Recently the Button Elevator Co. acquired one of the Scott-Logan grain elevators at Whittemore, Iowa.

Its corporation powers having expired after twenty years, the Eleventh Street Elevator Co. of Dubuque, Iowa, has re-incorporated with a capital stock of \$50,000. The incorporators are George W. Kiesel, W. H. Torbert, Kiesel Karberg, George A. Burden and Sarah W. Winall.

Charles Swecker has disposed of his grain elevator at Hartwick, Iowa, to J. F. Sponseller of Lisbon and will retire from the business. The new owner is already in possession and Mr. Woodruff of Lisbon is manager.

Articles of incorporation have been granted the Farmers' Co-operative Society of Wesley, capitalized at \$15,000, which has been recently organized at Wesley, Iowa. C. J. Sherman is president; Joseph Hauptmann, secretary, and Ole K. Flomm, treasurer.

By the middle of July, it is declared, the big Burlington Elevator, which has for several years lain idle at Burlington, Iowa, will be opened for business. Many of the former employes will fill their old places. It is not announced as yet who the parties in charge are.

Incorporation papers were obtained last month by a co-operative company at Wallingford, Iowa, which is negotiating for the purchase of the Stockdale & Dietz Co.'s elevator. Unless the deal is closed the company will build. James Refsell is president; J. P. Kennedy, vice-president; P. G. Miller, secretary, and O. O. Refsell, treasurer.

The Farmers' Elevator Co., which was recently organized at Otho, Iowa, has let the contract for a 12,000-bushel elevator, to be finished August 15. This will be the third elevator in the town, as one is owned by the J. H. Hamilton Co. of Omaha and the other by the Minnesota and Iowa Cereal Co. of Minneapolis, Minn.

OHIO, INDIANA AND MICHIGAN.

An elevator is being considered for Niles, Mich.

A new elevator is being built at McBride, Mich.

F. E. Garn has sold out his grain business at Plymouth, Ind.

Baum & Herr are erecting a commodious grain elevator at Groveport, Ohio.

Rich Bros. of Remington, Ind., have recently acquired a grain elevator at Morocco.

Printz & Baldwin have dissolved partnership in the grain business at St. Paris, Ohio.

H. A. Shambaugh of Plymouth, Ind., has purchased the elevator owned by Ed. Garn.

Anderson & Guthrie have succeeded A. G. Shaw in the grain business at Plainfield, Ind.

Reed Dunlap of Alger, Ohio, is building a new 10,000-bushel grain elevator at McGuffey, Ohio.

The Benton Ridge, Ohio, Elevator has resumed operations, with B. C. Wittenmier as manager.

J. C. Colling is building an elevator at Colling, Mich., which is 22x32 feet in dimensions and 30 feet high.

G. W. Nicely will build a grain elevator and install a feed mill at Miami, Ind. Later he will build a flour mill.

Caldwell, Barr & Co. of Earl Park, Ind., are building a grain elevator on the C., I. & S. Railroad at that place.

Smith, Crawford & Co. are moving their grain elevator at Youngstown, Ohio, to a more suitable site. A large hay house was recently erected by the company.

G. S. Wilson has disposed of his interest in the grain elevator at Mecosta, Mich., to the M. Carman Co. The new firm has just completed a fine cement office building.

W. J. Brown of Hebron, Ind., is building a 25,000-bushel elevator at that place. It is expected to be finished by August 1. Contract was placed with Fred Friedline, Chicago.

The J. D. McLaren Co. of Plymouth, Mich., is rebuilding the old Page Elevator at Ionia, which burned some time since, and will soon have the eleventh elevator of their line completed.

The Jumbo Elevator at Camden, Ohio, has become the property of the Camden Elevator Co., C. E. Morlatt having retired from the trade. The property is now controlled by Eikenberry Bros.

Recently Christian Breisch & Co. purchased from the Pere Marquette Railroad the two elevators at Lansing, Mich., which they have operated for the past eleven years. Their combined capacity is 20,000 bushels, but the purchasers will immediately remodel the buildings and increase

the capacity. Especially will arrangements be made for the handling of beans.

A new elevator with a capacity of 10,000 bushels is to be erected by J. I. Friedley at Attica, Ohio.

The Frank Kelley Grain Co. is a newly incorporated concern at Frankfort, Ind., which is capitalized at \$16,000. Frank Kelley, Charles W. Mollett and William Frank are the incorporators.

T. E. Kinney, who sold his elevator at Chalmers, Ind., recently to Clinton O. Hawkins & Bro. of Oxford, Ind., gave possession July 1. The new owners are now operating the elevator. The sale was made through J. M. Maguire of Campus, Ill.

Incorporation papers have been secured by the B. H. Wess Grain and Coal Co. of Cincinnati, which comprises B. H. Wess, Mary P. Wess, George Schroder, Frank Butz and William J. Peron. The capitalization is \$75,000. The company has been in business some time.

O. Gandy & Son of South Whitley, Ind., are building a 30,000-bushel grain elevator at Grass Creek, Ind. Fred Friedline of Chicago had the contract. It will be equipped with a B. S. Constant U. S. Sheller, Monitor Cleaner and Hopper Scale. It will be completed by August 1.

Articles of incorporation have been filed by the Big Four Grain Elevator Co. of Cincinnati, Ohio. H. Lee Early, August Ferger, John Lindsey, B. C. Kyle and L. B. Daniel are the incorporators of the company, which will take over the Big Four Grain Elevator at Cincinnati, which business the railroad will dispose of. The Early and Daniel Co. now operates half of the elevator and the same concern will control the new corporation.

MINNESOTA AND WISCONSIN.

The new elevator at Greeborn, Minn., is in operation.

A farmers' elevator is under discussion at Fairmont, Minn.

Work is progressing rapidly on the new elevator at Gibbon, Minn.

J. W. Funk has acquired the Plymouth Elevator at Glenwood, Minn.

C. F. Haldeman proposes to build a grain elevator at Norwalk, Wis.

Workmen have the new elevator at Matawan, Minn., well under way.

J. S. Cusick of Easton, Minn., has sold his elevator to B. M. Armstrong.

An addition is being built onto the Farmers' Elevator at Balaton, Minn.

A new elevator is to be built by the Claro Milling Co. at Lakeville, Minn.

A new elevator is being built at Menomonie, Wis., for the Colfax Store Co.

A new farmer's elevator is being built at Hampton, Minn., at a cost of \$7,600.

Again there is talk of organizing a farmers' elevator company at Elmore, Minn.

Farmers at Lyle, Minn., are discussing the advantages in an elevator of their own.

A farmers' elevator company has been organized in the neighborhood of Downville, Wis.

J. P. Larson & Co. of Baldwin, Wis., have sold their elevator to the Society of Equity.

A new gasoline engine is to be installed in the Northern Grain Co.'s elevator at Clinton, Wis.

The new Farmers' Elevator at Blooming Prairie, Minn., has been completed and is in operation.

The Farmers' Elevator Co. of Lakefield, Minn., has installed a new 6-horsepower gasoline engine.

McCarren & Buzzard are razing the old Cargill Elevator at Sherburn, Minn., and will build a new one.

The Interstate Elevator has been completed at Bellingham and work is now being done on the Anchor.

Sage Bros. of Currie, Minn., are going to build a clearing house at Kasota, Minn., for their line of elevators.

The new elevator being built by the Hendricks Farmers' Elevator Co. at Hendricks, Minn., is nearing completion.

R. E. Crane is building a commodious elevator on his farm at Grand Meadow, Minn. He will install a gasoline engine.

The Revere Elevator Co. at New Ulm, Minn., has been sold to Charles Gamble, Frank Sheffield, K. E. Mo and Albert Anderson.

The Farmers' Elevator at Rushford, Minn., has closed for the season, and it is understood the Pierce-Stevenson Elevator will also close.

A 50,000-bushel elevator is to be built by the New Ulm Farmers' Elevator Co. at New Ulm, Minn., on the M. & St. L. Railway right-of-way. It will cost about \$40,000. William Gluth is presi-

dent; Robert Altmann, vice-president; P. H. Manchesterfield, secretary, and Andrew Backer, treasurer.

Lyon Bros. & Co. of Sawyer, Wis., are installing an engine and fanning mill in their elevator.

The Farmers' Elevator Co. at Hancock, Minn., are about to build an elevator. Eli Brown is president and V. C. Huntley is treasurer.

The elevator at East Henderson, Minn., has been sold to the Plymouth Elevator Co. of Sioux Falls, S. D., and E. J. Matteson is in charge.

It is understood the Farmers' Elevator Co. has purchased the Western Elevator Co.'s elevator at Ceylon, Minn., for the consideration of \$6,000.

William Schauls recently purchased a half interest in the Sprague Elevator at Caledonia, Minn., and the firm name is now Sprague & Schauls.

It is reported that the Farmers' Elevator Co. has purchased the Mark Tisdale Elevator at Slayton, Minn., and will take possession on July 15.

A 100-foot smokestack has been installed by the Peavey Elevator Co. at Kasota, Minn. The stack weighs 4,500 pounds and was raised without a hitch.

Recently the Red Lake Falls Milling Co. purchased the elevator on the Great Northern just west of Red Lake Falls, Minn., and will move it into the town.

The Wisconsin Grain & Fuel Co. of Oshkosh has been incorporated with a capital stock of \$30,000 by W. P. Warwick, H. N. Bacon and Winthrow Scribner.

Something is going to happen to the old Van Dusen & Harrington Elevator at Meriden, Minn. A representative of the company says it will either be sold or torn down.

A deal has been consummated whereby the Peavy Elevator at Belle Plaine, Minn., becomes the property of the Duluth Elevator Co. M. O'Brien will remain as manager.

The Chetek Farmers' Produce Co. has bought the O. E. Miller warehouse at Chetek, Wis., for a consideration of \$1,600. J. A. H. Johnston is president and J. M. Moe is secretary.

Gregg & Zieman, grain dealers of Estherville, Minn., have purchased the Packard Elevator at Dunnell, Minn. They took possession on July 1 and have retained Mr. Halsten as buyer.

As the newly organized Farmers' Elevator Co. at Steen, Minn., has been unable to secure either of the two elevators there, and as it seems too late to build an elevator for this year's crop, a temporary structure will be erected.

It has been decided to increase the facilities of the Canby (Minn.) Farmers' Elevator Co., and consequently considerable improvement will be made. The new structure will be 30x35, with 42 feet of cribbing, and will be 67 feet from the floor to the top of the cupola. The capacity will be 35,000 bushels.

MISSOURI, KANSAS AND NEBRASKA.

R. J. Johnston is building an elevator at Mitchell, Kan.

E. S. Leonard is building a grain elevator near Lyons, Kan.

John A. Hass has sold out his elevator at Albert, Kan.

A. B. Steele of Berwick, Kan., has discontinued the grain business.

The Duff Elevator Co. is building a new building at Wayne, Kan.

A new elevator is being erected on the old mill site at Bosworth, Mo.

Farmers at Boelus, Neb., are trying to organize an elevator company.

James O'Neil of Macksville, Kan., is building an elevator at Mullinville.

William Hager is a new factor in the grain business at York, Neb.

Dickinson Bros. are preparing to erect a grain elevator at Owassa, I. T.

The old Joe Belshe warehouse at Hale, Mo., is being converted into an elevator.

An elevator will be built by the Farmers' Grain and Stock Co. at Nehling, Neb.

Williams & Son of Hiattville, Kan., contemplate erecting a grain elevator at that place.

Farmers at Cedar Creek, near Plattsmouth, Neb., are projecting an elevator at that place.

Perkins & Hudson, grain merchants at Granite, Okla., have been succeeded by M. H. Hudson.

An elevator—the fourth for the town—is being erected by the Farmers' Elevator Co. at Rexford, Kan.

Recently the McIlvain Grain & Coal Co. of Phillipsburg, Kan., purchased the Farmers' Elevator at that place and is now overhauling it. An 8-horsepower gasoline engine will be installed

and new feed rolls added among other improvements.

The Burrton Grain Co. of Burton, Kan., has sold its business and is closing up its accounts.

Recently the Farmers' Elevator Co. purchased the McPherson Elevator Co.'s interest at Lyons, Kan.

Schmitt & Boots, grain dealers, at Lory, Mo., have dissolved, M. F. Boots continuing the business.

The Jones Grain Co. of Nebraska City, Neb., has increased its capital stock from \$25,000 to \$100,000.

William P. Joachimi of Chamois, Mo., has been succeeded in the grain business by Favier & Perriguet.

A farmers' elevator company is being organized at Plattsmouth, Neb. About \$5,000 has been raised to date.

The new 30,000-bushel grain elevator which the Peavey Company has erected at Hartington, Neb., was ready July 1.

A new elevator is being built at Bavaria, Kan., to replace the one of the Midland Elevator Co.'s which was burned.

Wilson & Phillips have sold their grain business at Green Forest, Ark., to the Carroll County Milling and Elevator Co.

E. F. Strain and W. C. Williams have acquired J. C. Foster's interest in Foster & Williams' Elevator at Creighton, Neb.

A new elevator is being built at Liberal, Kan., by a company organized by A. E. Blake, J. E. George and C. E. Woods.

Work on the R. A. Braik Elevator at Erie, Kan., has been progressing rapidly and the building will soon be ready for occupancy.

An elevator is being erected by the Williams-Wilson Co. at Ottawa, Kan., as a 5,000-bushel addition to the present building.

The farmers in the vicinity of Hazelton, Kan., will build a 12,000-bushel elevator, at a cost of \$4,500, making the third in the town.

Herman Janzen is erecting an elevator on his farm near Elbing, Kan., which will represent an investment of several thousand dollars.

Just recently the Anchor Elevator Co. completed a new elevator at Allen, Neb., which affords much more room than did the old one.

The Farmers' Elevator Co. at McPherson, Kan., has bought the Missouri Pacific Elevator there, giving up its lease on the Peavey Elevator.

The Dockun & Whitaker mill and elevator at Garden City, Kan., is being enlarged. An additional story is being built and new machinery ordered.

It is reported the Updike Grain Commission Co. has ordered closed its offices at Hastings, Friend, Lincoln and Sioux City, Neb., because they are not paying.

Incorporation papers have been filed by the Wilson Grain Co. of York, Neb., by F. C. Wilson, H. R. Hatfield and C. A. Addington. The capital stock is \$10,000.

H. I. Pierson and W. B. Lathrop of Kansas City, Mo., have formed the Pierson-Lathrop Grain Co., to succeed to the business of the H. L. Strong Grain Co.

The last of the Pacific elevators was sold recently at Elyria, Kan., when Jake Krehbiel of Turkey Creek and Jacob Strouse of Moundridge bought the one there.

Hammel & McCarty of Bronson, Kan., recently let the contract for remodeling their elevator with up-to-date machinery. A 15-horsepower Witte Engine will furnish the power.

J. A. Gilbert is building an addition to his elevator at Waco, Neb., which when completed will have a combined capacity of 50,000 bushels. It will be opened early in July.

The new Farmers' Elevator at Wilson, Kan., has been completed and is open. It has a capacity of 28,000 bushels of grain and will be able to handle 10,000 bushels a day.

J. H. Gregg of St. Joseph is tearing down his two old elevators at Alexandria, Neb., and will erect a modern 10,000-bushel plant. The work is in charge of S. P. Samuelson of Hiawatha.

Yeggmen blew the safe in the Nelson Grain Co.'s office at Kansas City, Mo., on the night of July 1, but were frightened away without reward. They had exposed to view more than \$60 but did not stop to take it.

The Kelley-Lysle Milling Co. of Leavenworth, Kan., is installing its new elevator at Farley, Mo. The company has secured a 20-horsepower Witte Gasoline Engine, and will be ready for operation within a short time. The company is also remodeling one of its elevators at Leavenworth,

where it is installing a 15-horsepower Witte Natural Gas Engine.

H. L. Kunce, of the Hiawatha Milling Co., Hiawatha, Kan., and John P. London of Gainesville, Texas, have formed the London & Kunce Grain Co., with offices at Marietta, I. T., and Hiawatha, Kan. At the latter place the company has leased the Kelly Elevator.

SOUTHERN.

Orph Davis of Sherman, Texas, is building an elevator at Madill.

John S. McDonald intends building a grain elevator at New Albany, Ky.

Kabrich & Mitchell have sold out their grain business at Tucumcari, N. M.

The Seibert Lumber, Coal & Grain Co. has sold out its business at Seibert, Colo.

Harter & Fortie, grain dealers at Theodore, Utah, have sold out their business.

The Farmers' Co-operative Association contemplates building an elevator at Guymon, Okla.

The firm of Matthews & Denton, grain dealers at West, Texas, has been succeeded by Mr. Denton.

J. C. Moore has bought the grain, hay and feed business of Dowler & Dowler at Wheeling, W. Va.

It is reported S. J. McKenzie of Adrian, Minn., is considering the erection of a grain elevator at Natehez, Miss.

The \$40,000 elevator the Central Grain Co. building at Oklahoma City, Okla., is rapidly nearing completion.

Recently the Badger-Hudson Grain Co. acquired the grain elevator at Fairfax, Okla. This gives the company three elevators.

Anderson Mathis of Cordell, Okla., has added an elevator at Manitou to his line. He owns plants at Eagle City and Fay.

The Chickasha Grain & Produce Co. of Chickasha, I. T., which is composed of F. M. Cherry and P. C. Tavers, has dissolved.

G. M. Mell, Tuttle, I. T., is installing a B. S. Constant Sheller, bought from the Capital Construction Co. of Oklahoma City, Okla.

Cozart & Cramer are building an 80,000-bushel grain elevator at Gage, Okla. It will be of modern design and up-to-date in every respect.

The Wheatland Lumber & Grain Co., Tuttle, I. T., is installing a U. S. Sheller and Feeder bought from the Capital Construction Co. of Oklahoma City, Okla.

The Jeremy Fuel & Grain Co. has been incorporated at Salt Lake, Utah, with a capitalization of \$50,000. E. J. Jeremy is president and Calvin Kempf, secretary and treasurer.

An elevator company is to be organized by A. J. McKenzie and F. B. Postlewaite at Natehez, Miss. It will be known as the St. Paul Elevator Co. and will be capitalized at \$25,000.

The Hartman Mill & Elevator Co. has been incorporated at Hartley, Texas, with a capitalization of \$25,000. The stock is subscribed by George F. Atkinson, Joe Frazier and W. H. Brown, Jr.

The Bay City Rice Mill has begun the construction of a new rice elevator at Sims Station, Texas, on the Santa Fe Railroad. The building will be of wood and have a capacity of 75,000 bushels.

Work has been commenced by the Colorado Milling & Elevator Co. of Greeley, Colo., on a system of elevators in the northern part of the state. Two are now under way, one at Peckham and the other at Kersey.

The Hunter Lumber, Mill, Elevator & Coal Co., recently incorporated at Hunter, Okla., will erect a 20,000-bushel elevator and a 100-barrel mill. S. P. Thomas, secretary and treasurer, is in the market for machinery, etc.

Articles of incorporation have been issued by the Badger-Hudson Grain Co. of Pawnee, Okla., which is capitalized at \$25,000. The incorporators are John S. Badger, W. H. Whitcraft, James O. Hudson and Frank Hudson.

An organization of farmers at Carrier, Okla., known as the Carrier Mill & Elevator Co., of which F. W. Dickerson is manager, has acquired the elevator and grain business of Randels & Grub. J. C. Bilderback is president of the new company and A. E. Ford, secretary.

At Waco, Texas, work has already commenced on the new elevator to replace the one the Waco Mill & Elevator Co. lost by fire. The new structure is to be 66 feet long, 80 feet high and 32 feet wide. It will be cribbed and covered with galvanized iron. The plant is to have a capacity of 100,000 bushels of grain and a handling capacity

of 4,000 bushels an hour. It is expected to be completed by the last of August.

Incorporation papers have been issued to the Blackwell Grain Co. of Blackwell, Okla. The company has a capital stock of \$10,000, subscribed by N. D. Kistler, W. C. Van Dever, G. W. Kite, J. A. Bluebaugh and E. J. Gingrich.

The recently chartered Cape Fear, Southport & Atlantic Railroad has the privilege of building grain elevators at both Southport and Wilmington. F. S. Pusey and A. J. Fahnestock of Philadelphia are among the principals.

The Capital Grain Co. of Nashville, Tenn., has been succeeded by the Capitol City Grain and Mill Co., capitalized at \$20,000. It is controlled by H. H. Mayberry, W. M. Chears, R. W. McLemore, N. F. Chears and W. S. Porter.

Recently the South Texas Grain Co. of Houston, Texas, increased its capital stock from \$40,000 to \$80,000. The company was organized in '98 and is now presided over by C. H. Shearn. J. V. Neuhaus is vice-president and secretary. A general broadening of the business is contemplated.

Incorporation papers have been filed by Schulenburg District Union No. 97 of Schulenburg, Texas, with a capitalization of \$3,000. It purposes to maintain grain elevators among other things. John Nordhausen, F. L. Kruis, W. W. Glass, Rudolph M. Seydler and F. G. Rathjen are interested.

It is said the Ryman Steamboat Line contemplates the erection of a grain elevator at Nashville, Tenn., on one of the wharf sites. The company which is seeking the lease is just being organized, with H. W. Buttorff, president of the Phillips & Buttorff Manufacturing Company, promoter. If the concession requested is granted, a warehouse costing between \$25,000 and \$30,000 will be erected. It will be of steel and concrete, so arranged that the freight vans may drive in from the street.

EASTERN.

A. A. Grinnell is building a commodious grain elevator at Elba, N. Y.

Work is progressing rapidly on the new grain building at Leverett, Mass.

J. Howard Hiss and Joseph O. Linton of Baltimore, Md., will conduct a grain and seed business.

The W. N. Potter Grain Co. of Gardner, Mass., has opened a branch at West Gardner, with Joseph F. Gilwee in charge.

Harry E. Shaw, in the grain business at Newburgh, N. Y., has just acquired a brick building, three stories high, with cellar.

Albert Field, whose grain warehouse was burned down last May at Leverett, Mass., is starting the construction of a more modern building.

Shaw & Hammond is the style of a new grain firm at Baltimore, Md., organized by George B. Shaw, for the past 16 years with Hammond & Snyder, and Harry M. Hammond.

Meager Bros. Co. of Syracuse, N. Y., is a new \$75,000 corporation which will deal in grain, flour and feed. John E. Meager, James Meager, D. A. White and T. E. Dougherty are the directors.

The George Q. Moon Co. is about to add a large addition onto its elevator at Binghamton, N. Y. It will be 20x80x40 feet in size and will replace some old buildings at present on the property.

CANADIAN.

The Saskatchewan Elevator Co. is building an elevator at Kennedy, Sask.

Tupperville Milling and Elevator Co. of Dresden, Ont., is winding up its affairs.

The Imperial Elevator Co. has a gang at work on a new elevator at Springfield, Man.

Articles of incorporation have been granted the Belbeek Elevator Co. at Belbeek, Sask.

The Ogilvie Mill & Elevator Co. will have its new elevator at Fort William completed about the first of August.

The Saskatoon Milling & Elevator Co. of Saskatoon, Sask., purposes to erect a 30,000-bushel elevator at once.

The International Elevator Co. has completed its new elevator at Osage, Man., making four elevators for the place.

Four large elevators are going to be constructed at Claresholm, Staveland, Parkland, Coyle and Carleton Place, Que., by a new flour mill company of High River.

Steam power, which has heretofore driven the five big elevators of the Canadian Pacific at Fort William, Ont., has now been replaced by electricity supplied by the power company at Kakabeka Falls. The new grain handling house of the

Consolidated Elevator Co. will use the same power.

The Quebec Harbor Commissioners have acquired the elevator at Quebec, Ont., belonging to the Quebec Terminal Co.

More than 65 vessels are now carrying grain between Georgian Bay and Sarnia, Ont., and on an average of five and a half million bushels or 800 ears a day are handled.

At a recent conference held in Winnipeg, Man., the following resolution was passed: "That this conference, for the reasons advanced in the clause on government ownership of storage facilities in the circular issued by the Manitoba Grain Growers' Association, urgently requests the provincial government to acquire and operate a complete system of storage elevators throughout the province along the lines suggested in the clause referred to above, and that the provincial government request such modifications of the Grain and Inspection Act, and such co-operation of the Dominion Government as will make the system capable of yielding the most benefit possible to the producer."

DAKOTAS.

A farmers' elevator will soon be built at Adrian, N. D.

The Farmers' Elevator at Dickey, N. D., is completed.

The new farmers' elevator at La Bolt, S. D., is completed.

A new elevator is to be built at Mauitou, N. D., it is reported.

Farmers in the vicinity of Arvilla, N. D., may build an elevator.

Work has been completed on the new elevator at Kenaston, N. D.

A new independent grain elevator is being built at Claremont, S. D.

Louis Falk is about to construct a commodious elevator at Heaton, N. D.

Will Jones is planning to build a modern elevator at Courtenay, N. D.

The Mandan Mercantile Co. is building a new elevator at Almont, N. D.

Two new elevators are to be erected at Melville, N. D., this year, it is said.

W. Paulson is building a 14,000-bushel elevator on his farm at Bisbee, N. D.

Fred Dorn has purchased the Hubbard & Palmer Elevator at Hendricks, Minn.

C. H. Becch, formerly of Montrose, is building an elevator at Iroquois, S. D.

Workmen have about completed the new Atlantic Elevator at Oswald, N. D.

A crew of workmen are building the new O. & M. elevator at Manfred, N. D.

It is reported two new elevators may be built at Edmunds, N. D., this year.

Workmen are busily engaged upon the new farmers' elevator at Britton, S. D.

A large warehouse is being erected at Pingree, N. D., by the Occident Elevator Co.

W. C. Schaffner has added a substantial addition to his elevator at Oberon, N. D.

An annex is to be added to the Thorpe elevator at Gwinner, N. D., in the near future.

The Minnesota Elevator Co. will build an elevator—the seventh—at Fessenden, N. D.

The Fulton Farmers' Warehouse Co. of Fulton, S. D., is going to build a modern elevator.

A 40,000-bushel elevator is about to be erected at Tioga, N. D., for the Farmers' Elevator Co.

A farmers' elevator company is projected at Ethan, S. D. An organization is being formed.

The Northwestern Elevator Co. at Garretson, S. D., will install a gasoline engine this summer.

F. B. Peek has let the contract for the erection of a 25,000-bushel elevator near Edgeley, N. D.

The Gribben-Alair Grain Co. has sold its elevator at Jud, N. D., to the Minnesota Grain Co.

C. H. Fitch is building a new elevator at Canton, S. D., which makes the seventh for the town.

C. S. Johnstone & Sons have purchased the elevator C. E. Tucker has been operating at Ashley, S. D.

A crew of workmen is at work on the construction of the new Williams Elevator at Kensal, N. D.

C. M. Glenn & Son contemplate erecting a 15,000-bushel what on their farm near Merricourt, N. D.

W. G. Putnam of Florence, S. D., has purchased the McBath & Selmser Elevator at that place. The building was built with the town, and its

business has prospered. Edwin Sherin has been in charge and will quite likely remain.

Manager Lillithum is buying wheat at the Independent Elevator Co.'s elevator in Cuba, N. D.

Olson & Karpen expect to have their new elevator at Medina, N. D., completed within a few weeks.

Sheils & Weaver of Edgeley, N. D., are building a commodious elevator equipped with modern machinery.

A 20,000-bushel addition is being built onto the Hammer, Halvorson & Bier Elevator at Carrington, N. D.

An addition is being built to the Britton Elevator at Britton, S. D., for use as a flour and feed warehouse.

The Duluth Elevator Co. is rebuilding its elevator which burned down at Clyde, N. D., some time since.

A farmers' elevator company at Merricourt, N. D., is discussing the advisability of erecting an elevator.

The Pacific Elevator Co. has erected an elevator at Crestbard, S. D. It is the first of six to be built there.

A Mr. Conner is planning to erect an independent elevator at Ward, S. D., near the E. A. Brown Elevator.

The Consolidated Elevator Co. intends replacing its old elevator at Dickey, N. D., with a new one of larger capacity.

Christ Birkmaier is president of the new Farmers' Elevator Co. at Hebron, N. D. W. Bratzel is secretary and treasurer.

John Schoenig is secretary of an organization recently formed at Grano, N. D., for the purpose of building a grain elevator.

The Nye-Schneider-Fowler Co. is building a new elevator at Gregory, S. D. C. F. Degan of Linsey, Neb., is in charge of the work.

M. Savage, H. E. Perkins and W. M. Nodding, who recently incorporated at Napoleon, N. D., have started work on their elevator.

Extensive repairs are being made on the Northwestern Elevator at Neche, N. D. One of the improvements is a stone foundation.

A. A. Gad, formerly with the North Dakota Grain Co., will build some elevators of his own in the northern part of the state.

The Hammer-Beier Elevator Co. is reported to have under consideration the consolidation of a 45,000-bushel elevator at Cooperstown, N. D.

The Farmers' Elevator Co. has purchased the elevator at Tower City, N. D., from the Andrews & Gage Co. D. B. Shaw will be retained as manager.

The Farmers' Elevator Co. has contracted for a 25,000-bushel elevator to be built at Letcher, S. D., at a cost of \$4,700. It will be finished August 1.

The Nome Grain Co. of Nome, N. D., recently purchased the Rothsay Elevator Co.'s elevator for \$5,000. The building was just completed this spring.

C. E. Burgess of Devils Lake, N. D., has acquired an elevator at Northwood and another at Doyon, now giving him a line of eleven in the state.

The Ortley Farmers' Elevator Co. has been incorporated at Ortley, S. D., and C. R. Sletten elected secretary. It will either build or buy an elevator.

D. E. Brown of Minneapolis has sold his elevator at Sisseton, S. D., to the Sisseton Lumber Co. He has also disposed of his elevator at White Rock.

The Minnesota & Dakota Elevator Co. is building a new elevator at Courtenay, N. D., and has the machinery all on the ground. It will make the sixth in the town.

A. Truax of Mitchell, S. D., has acquired the McLaughlin, Ellis & Co. elevators in Salem, Canova and Brandon. Fred Ripke will remain as buyer at the Salem house.

Barnett & Record Co. of Minneapolis, Minn., have the contract for the new 40,000-bushel D. S. B. Johnston Elevator at Marion, N. D., which will adjoin the present elevator.

It is understood the Lyons Elevator Co. will build at Cleveland, N. D., this summer. A Mr. Johnson of Atwater has been endeavoring to secure a suitable site for a building.

L. C. Hazlett, senior member of the grain firm of Hazlett & McIntyre at Bantry, N. D., has sold his interests to W. H. Weir and the firm will now become the McIntyre & Weir Elevator Co. The new partner has been agent for Hazlett & Mc-

Intyre for the past two years and will remain in charge of the business.

W. A. Mills and E. E. Mills have lately purchased the interests of the Soo Elevator Co. in the elevators at Sioux Falls and at Renner, S. D.

W. J. Loomis of Enderlin, N. D., has rented his elevator at that place to Byon Stimpson for one year. It is understood Mr. Loomis will go into a new field on the Soo and operate an elevator.

During the past month the Pantan & Todd Elevator at Lakota, N. D., was moved to the south side of the tracks and placed on a more substantial foundation than before. A new grain fan has been installed.

The Deapolis Lumber & Elevator Co. is a new organization at Bismarck, N. D., capitalized at \$16,000. The incorporators are Isaac P. Kaker, Bismarck; Theodore Landmann, Washburn, and Paul Meydam, Blackwater.

The St. Anthony & Dakota Elevator Co. is building at McCanna, N. D., an elevator of 40,000 bushels' capacity. An elevator of 30,000 bushels' capacity is also being built for the Imperial Elevator Co. C. E. Bird & Co. have both contracts.

The Harvey Grain Co. of Harvey, N. D., recently came into the possession of Emmanuel, Ignatz and Thomas Hagel, who will operate the big elevator under its present name. Emmanuel Hagel will replace George Reiland as manager.

At a meeting of farmers in the neighborhood of Ortley, S. D., an elevator company was organized and the directors instructed to either buy or build an elevator. The following officers were elected: President, E. P. Utne; secretary, R. C. Sletten.

A 32,000-bushel elevator, equipped with a 10-horsepower frostproof gas engine, is to be built for the new Farmers' Elevator Co. at Kampeska, S. D. W. S. Murray is president; Sam Purcell, vice-president; H. D. Rice, treasurer, and L. G. Tracey, secretary.

The Hale elevator at Flandreau, S. D., has been sold to Charles Zehnpfenneg and William Moeler of Parkston, owners of a number of elevators around Parkston. Mr. Hale will remain in charge for the present, but later Mr. Moeler will look after the Flandreau interests.

Stoddard & Ketcham, for more than twenty-five years in the grain business at Madison, S. D., have dissolved partnership. Mr. Ketcham retains five of the ten elevators at Madison, Oldham, Erwin, Naples and Lilly. Mr. Stoddard retains one at Willow Lakes and sells the remaining four at Bryant, Elrod, Vienna and Wentworth. Charles Smith and Pearl Bond of Wentworth become the owners of the plant there.

WESTERN.

An elevator is being constructed at Wibaux, Mont.

There is an agitation on for a good elevator at Big Timber, Mont.

The Jenkins Grain & Coal Co. of Twin Falls, Idaho, has sold out.

A new elevator is under construction at Bridger, Mont., for the Yellowstone Milling Co.

The Farmers' Society of Equity has acquired the grain elevator at Belgrade, Mont.

J. M. Roberts, a grain dealer at Healdsburg, Cal., has filed a petition in bankruptcy.

The Trenton-Clarkston Mill and Elevator Co. of Trenton, Utah, is building an elevator and warehouse.

Alonzo Wardell of Spokane, Wash., representing the Farmers' Grain & Supply Co., contemplates erecting elevators at Patterson and Prosser.

It is reported that the Western Elevator Co. will establish fourteen elevators in Montana and that Sentinel, Butte and Wibaux will each get one.

Charles A. Dalzel of Portland, Ore., has purchased the Albany Farmers' Co.'s elevators and warehouses at Albany, Tallman and Tangent. The business was organized in 1873.

In a suit for damages to a cargo of corn from New Orleans to Hull, it was shown that the damage was by sea water in part and by heat of engines in part.

The first ear of new Texas wheat was delivered to the Empire Grain Company's elevator at Fort Worth on June 24—three weeks later than a year ago. It was No. 4 and very poor, being heavily mixed with Johnson grass seed.

A court at Fort Dodge, Iowa, has ruled that speculative deals on the Chicago Board of Trade are gambling, and denied relief to Ware & Leland who had sued one William Pearsons, a wealthy farmer, for \$5,000 debt contracted in speculation.

COMMISSION

The Midland Grain Co. of Kansas City, Mo., has closed its office at Holton, Kan.

H. J. Rogers, hitherto connected with the Rogers Grain Co., Chicago, has taken charge of the cash grain department of Lamson Bros. & Co.

"Grain Speculation Not a Fine Art," is the title of a booklet recently issued whose author is E. W. Wagner, of the Chicago Board of Trade. Mr. Wagner knows whereof he speaks, and the book is worth reading by all students of the markets, whether young or old traders. A copy will be mailed to anyone desiring it.

The marriage took place on June 26 of Michael Joseph Ryan to Miss Aileen Powers. Mr. Ryan is cashier for Arthur Sawers, of the Board of Trade, Chicago, and has a wide circle of friends to congratulate him on the event of his entering the rank of Benedicts. Miss Powers is a Chicago lady, her parents residing on the West Side.

The Harry Cuddeback Grain Co. is the style of a new firm established on the Produce Exchange, Toledo, Ohio, with offices at 43 Exchange Building. Harry Cuddeback, for a number of years past associated with John Wickenheiser & Co., is the president and general manager of the new company. They will do a general receiving business.

Frank J. Delaney, manager and treasurer of Nash-Ferguson Co. of Kansas City, Mo., was married on June 19 to Miss Stella M. Wood of Kansas City. Mr. Delaney has also secured a life partner in the grain business, as Miss Wood is familiar with grain interests, having been formerly with Harris-Scotten Co. of Kansas City and later cashier for the Santa Fe Elevator Co. of that place. Mr. Delaney and his bride will be at home to their friends in Kansas City after completing a trip to the Great Lakes, Thousand Islands and points in the East.

H. M. Paynter, who has had charge of the grain receiving department of the business of Milmine, Bodman Grain Co., of the Chicago Board of Trade, has transferred his account and will continue the business through H. W. Rogers & Bro., Royal Insurance Building, Chicago. In a personal letter to the trade Mr. Bodman writes: "Owing to the many outside duties of our Mr. Bodman, and the necessity of relieving him of more or less of his responsibility, we have decided to discontinue the receiving department of our business. Mr. Paynter, who has had charge of this work has made an arrangement to continue it through the firm of H. W. Rogers & Bro., Royal Insurance Building, where he will be glad to hear from all our old shippers. Messrs. H. W. Rogers & Bro. are an old, well established firm, financially responsible in every respect, and we have no doubt that under Mr. Paynter's personal attention your interests will be carefully looked after. Mr. Paynter regrets leaving us, and we regret to have him do so, as our relations have always been most cordial; but it seems for the best, and we are glad he has connected himself with so good a firm."

Evansville, Ind., expects to be the concentrating point for the elevators to be built in southern Indiana by the Society of Equity.

Agricultural Bureau is trying to improve. They are anxious to make their crop reports as reliable as their funds will permit. They have recently made Nat C. Murray associate statistician. He was their traveling agent for Ohio, Indiana, Illinois and Michigan and frequently called here. He has had actual experience West, and will make a good man. Newspapers say the Bureau is paying less attention to the reports of correspondents and more to the field agents. We prefer the correspondents. State and national bureaus should co-operate and adopt a uniform standard. Private crop experts depend mostly upon the government acreage figures.—King & Co.

Insurance men of Washington want the privilege of making a 3 per cent rate on growing grain in the eastern part of the state, with the privilege of writing a six months' policy for \$1.50 to include warehousing, instead of a rate of 4 per cent flat on a yearly basis as at present. They tell their companies that for the last year the mutuals have made great inroads into this heretofore profitable business and the agents who have handled the business for years realize that something must be done to relieve the situation, as several companies threaten to disregard the board rates entirely if relief is not forthcoming very shortly.

THE EXCHANGES

The Omaha Grain Exchange has decided to make no attempt to secure a commission of 1/2 cent a bushel on grain purchased by local dealers.

The Washington (D. C.) Grain Exchange will be represented at the Niagara meeting of the National Hay Association by P. T. Moran, W. S. Hage and J. V. Craig.

The forty-ninth annual report of the Chicago Board of Trade has been issued by Secretary George F. Stone. The book is a complete statistical record of the past year and shows an improvement over previous reports.

William J. Mooney, the newly elected president of the Indianapolis Board of Trade, gave a dinner to the forty members of the governing board and other officers on July 1. At the dinner Secretary Jacob Smith was re-elected for the seventeenth consecutive time.

Secretary Archie Gassaway, of the Toledo Produce Exchange, was absent from his office recently on the first vacation he has taken since becoming connected with the Exchange. A week was spent at Cedar Point with his family, during which time the Ohio State Association convened at that place.

On July 9 Parker Harding, representing the Woodworth interests, bought 500,000 bushels of wheat in one lot on the floor of the Minneapolis Chamber of Commerce, at one price, from G. F. Ewe, of the Van Dusen-Harrington firm. The sale was for September delivery at \$1.01 1/4 to \$1.01 1/4. This is said to have been the largest single transaction ever made on the Exchange.

Articles of incorporation have been filed by the Fort Worth Grain and Cotton Exchange of Fort Worth, Texas. The incorporators are G. C. Mountcastle, Felix P. Bath, F. M. Rogers, E. G. Rall and T. G. Moore. The new organization is to take the place of the cotton exchanges, which went out of business July 12 because of the operation of the anti-bucket-shop law. Quarters for a trading room have been leased and quotations arranged for.

ANNUAL ELECTION AT PITTSBURG.

John Floyd of the commission firm of S. B. Floyd & Son has been elected president of the Pittsburg Grain and Flour Exchange. The other officers chosen are: W. N. Gordan, vice-president; J. E. Guyton, secretary, and N. Morton, treasurer.

The annual meeting of the Exchange, on June 11, was attended by nearly all of the members. President John Dickson submitted his annual report and stated that the past year had been a prosperous one for the Exchange. He also prophesied a bright future for the grain and flour trade of Pittsburg and for the association. Treasurer J. A. A. Geidel submitted a report showing that the Exchange was in excellent financial condition.

The report of Superintendent O. C. Alexander showed the total receipts for the year as having been 20,872 cars. The business done on call shows a large percentage of gain over the previous year and gives promise of greatly surpassing this record during the ensuing twelve months.

A vote of thanks was tendered the retiring officers for their faithful and efficient work done.

At the close of the meeting the Exchange proceeded to the election of a board of managers, with results as follows: Board of managers, W. N. Gordon, John Dickson, N. Morton, J. E. Guyton, J. A. McCaffrey, S. R. Patterson, James Brown, J. A. A. Geidel, C. A. Foster, John Floyd, T. J. Elwood, R. E. Austein, W. W. Beatty. At the first meeting of the board of managers the officers mentioned were elected.

RICHMOND EXCHANGE ELECTS OFFICERS.

The members of the Richmond Grain and Cotton Exchange held their annual meeting on June 24 for the election of officers and directors. President John F. Jacob was in the chair and announced the result of the election as follows: President, W. F. Richardson, Jr.; first vice-president, R. A. Justice; second vice-president, John R. Cary; directors, John F. Jacob, S. T. Beveridge, F. H. Decene, T. H. Ellett, T. L. Moore, M. R. Savage, W. T. Selden, George D. Mayo, C. W. Wingfield, W. C. Bentley, Edward Alvey, H. W. Wood, W. R. Johnston, W. G. Bragg and George T. King.

The first meeting of the new board was held Wednesday, July 3, at which time the annual reports of the officers for the year just closed were submitted and the standing committees appointed. The newly-elected president, Mr. Richardson, in a few well-chosen remarks, returned thanks for the honor conferred upon him and his appreciation of

the confidence reposed in him by his fellow members.

Chairman A. J. Rauch of the Grain and Produce Committee of the Little Rock Board of Trade recently appointed the following committee to investigate the new state demurrage law: Dan Daniels (chairman), George E. Cunningham and William E. Overstreet. The following committee to formulate rules to govern weighing was also appointed: Fred Gossell (chairman), J. T. Greenfield, Dan Daniels, George Cunningham and J. W. Lippincott.

Members of the St. Louis Merchants' Exchange recently voted on the question of complying with the Dowell law, passed by the Missouri legislature, levying a stamp tax of 25 cents on all trades in futures. It was decided not to fight the law and not to join the Kansas City Board of Trade in resisting it in the courts. A committee consisting of N. L. Moffitt, Bert H. Lang and Harry W. Daub was appointed to formulate a system of affixing the stamps to the sales contracts.

CHICAGO PUBLIC ELEVATORS.

The Chicago Board of Trade brought the public elevator problem to a climax on June 22 by applying for an injunction to restrain the public elevator companies from making said public elevators private houses after July 1 as they proposed doing. The companies proceeded against were the Illinois Central Railroad Company, Central Elevator Company, Bartlett, Frazier & Carrington and all officers and stockholders of the firm, Chicago, Rock Island and Pacific Railway, South Chicago Elevator Company, J. Rosenbaum Grain Company, Joseph Rosenbaum, First Trust and Savings Bank, Chicago, Burlington and Quincy Railroad, Armour Grain Company, Armour Elevator Company.

The petition was filed by the state's attorney and a temporary injunction granted by Judge Windes. Subsequently, on July 5, the case again appeared in court, this time before Judge Honoré, who ruled adversely to the Board of Trade and in favor of the elevator companies and railroads. He said he would dismiss all the bills, but would not enter the order until the complainant, the Board of Trade, could apply to a judge of the Supreme Court for a continuance of the injunctions.

In deciding the case Judge Honoré said that in his opinion any public warehouse man could legally quit such business whenever he wanted to do so. The further point was made that it was beyond the power of a railroad company to transact the business of a public warehouse man. It was agreed that counsel for the Board of Trade should serve notice on the railroad and warehouse men's lawyers before what Supreme Court judge he will ask for a continuance of the injunctions. Pending this the injunctions remain in force.

The proceedings were ordered against the railroad houses only—those owned by the Illinois Central, Rock Island and Burlington roads, and these with the Santa Fe are now the only public elevators in Chicago open for the reception of grain. The other houses are "public" only for a delivery of public grain—now in store. Under the arrangement the injunction stands until the Supreme Court can hear the case in October next and file a decree thereon some time later.

The elevator question involved in these proceedings is a very broad one and of vital importance, not only to the grain merchants and consumers of Chicago and the East, but it also particularly affects the interests of every producer, every farmer and grain merchant of the West, Southwest and Northwest, tributary to Chicago.

The contention of the Board of Trade is, that inasmuch as the railroads, under their rights of eminent domain, acquired for railroad purposes (that is, public service) certain property for terminal facilities in Chicago, and constructed, or permitted to be constructed, on said property elevators—that is, grain depots,—and have permitted, or caused, said elevators to be operated for more than a generation as public warehouses, in which every shipper or grain dealer could have his grain unloaded on arriving in Chicago, and where he would know, when shipping grain, that if for any reason he was unable or unwilling to sell his grain immediately on its arrival he could have his grain stored in public terminal elevators; or, if he desired to transship his grain and forward it East by lake or rail, he would feel safe in consigning it to Chicago, knowing these railroad public elevators would receive his grain and transfer it to cars or vessels, charging of course a reasonable compensation for the service,—that after having furnished the public with these facilities, for, in some cases, forty years, and after the grain trade has adapted itself to these conditions and Chicago has become the largest grain center in the world, partly by reason of its distributing and terminal facilities, it is preposterous to suppose a public-service corporation like a railroad will be permitted by the courts to allow its terminal facilities to be absolutely withdrawn from public use, at the desire of

the party to whom the railroad has leased the elevator and by whom the elevator, on behalf of the railroad, has been operated as a public storage and transfer warehouse.

It is believed by the Board that these railroad terminal properties have been impressed with a public character to such an extent that the railroads will not be permitted by the courts to deprive the public of the facilities so long furnished and which are absolutely essential to the proper and safe conduct of the business.

To make the injustice of the contemplated action on the part of the railroad and their lessees, as directed against Chicago, seem more unreasonable, it is only necessary to consider that in other markets some of these same railroads, as notably the Illinois Central in New Orleans, and the Burlington at Kansas City, not only furnish the public with elevator and transfer facilities, but furnish such elevator and transfer facilities free, while in Chicago where the public has always paid for the service, they now propose to deprive the trade even of that privilege.

TRI-STATE GRAIN DEALERS' ASSOCIATION.

The annual convention of the Tri-State Grain Dealers' Association was called to order at 2:45 p. m., by F. E. Crandall, of Mankato, Minn., president of the Association. The sessions were held in Germania Hall, a roomy meeting place near the heart of the city and but a short distance from the headquarters hotel. The large room was well filled with delegates and others, who remained throughout the session and displayed deep interest in the presentation of the various papers and other proceedings.

Hon. F. W. Pillsbury, mayor of Sioux Falls, welcomed the 150 dealers in behalf of the people of Sioux Falls. He spoke at some length of the importance of the business of the grain dealers, and during the course of his remarks expressed the opinion that the conventions of the Association should be held more frequently, and that farmers should be invited to attend and present their views on matters in which the farmers and grain dealers are intimately associated.

E. P. St. John of Heron Lake, Minn., responded to the address of welcome in behalf of the Association and its members. Mr. St. John referred to the wonderful increase in the grain production of the states covered by the Association, and of the great importance of the business of the grain dealers in general. Among other things, he called attention to the fact that the Association had indirectly proved of benefit to the producers.

At the conclusion of his remarks President Crandall announced the appointment of the following committees:

Committee on Resolutions—E. P. St. John, Heron Lake, Minn.; J. M. Bennett, Flandreau, S. D.; A. D. Greig, Estherville, Iowa; John Doering, Parkston, S. D.; J. T. Scroggs, Beresford, S. D.

On Nominations—V. E. Butler, Heron Lake, Minn.; J. P. Hull, Willmar, Minn.; J. G. Walter, Sioux Falls, S. D.; H. N. Kjeerard, Bruce, S. D.; C. H. Leaman, Minneapolis.

J. L. McHugh, secretary of the Chamber of Commerce of Minneapolis, Minn., was introduced and made the following address on the subject of "Grain Exchanges:"

In the evolution of commerce and business in this country, grain exchanges have been organized and have grown to importance. The general objects and purposes of these exchanges are very similar. The Chamber of Commerce of Minneapolis, which I shall use as an example of a grain exchange, has existed for twenty-five years. It is a part of the general evolution and development of the Northwest. It is an example, also, of an exchange which not only is maintaining on a broad and high plane the purposes for which it was organized, but has constantly during all its history maintained high standards and can, therefore, be held to be a very high type of this form of institution.

It was a very fortunate circumstance for the grain trade and especially for this organization that the men who began the work of building and operating flour mills in Minneapolis, and who have been engaged in the milling business there, were broad-minded men whose business operations were conducted on a liberal policy. It is not too strong a statement to say that one of the reasons for the marked success of the Chamber of Commerce as an institution has been the character of the millers who have been members of that organization.

The general objects and purposes of the Chamber of Commerce of Minneapolis are set forth in its articles of incorporation. Among these are the following: 1. To facilitate the buying and selling of grain, etc. 2. To inculcate principles of justice and equity in trade. 3. To facilitate speedy adjustment of business disputes. 4. To acquire and disseminate valuable commercial information.

That these objects are of a high order and not only

productive of benefit to members of the organization, but to the general public, is largely self-evident. The Chamber of Commerce facilitates the buying and selling of grain by providing a large trading room, by bringing together in that room all of the dealers, the buyers and sellers of grain, by equipping such trading room with various facilities, such as tables for the display of samples of cash grain, by providing space for the telegraph and telephone companies, so that messages may be received and transmitted with promptness by arrangements made with the telegraph companies for the receipt of the various markets of the world, and by displaying the continuous quotations of such markets, as well as other general information upon blackboards in such trading room, thus giving to its members all the information which is needed to aid them in carrying on their business intelligently; by the framing of rules in harmony with which the members must act, and which rules reduce this business to such a system as to enable large volumes of business to be transacted with comparatively few disputes.

The Chamber of Commerce fulfills the second purpose, that is, "to inculcate the principles of justice and equity in trade" (and this is the most important object) by careful scrutiny and selection of all applicants to its membership and by insisting upon a high standard of business integrity, not only as a prerequisite for admission, but also for retaining membership—by promptly and courageously, but justly, investigating any complaint against a member for the violation of its rules, or for uncommercial conduct. The rules provide that a member may be subject to a fine or expulsion in case it is proven (in the language of the rule) that he has been guilty "of any act not in accordance with just and equitable principles of trade or of fair dealing, or contrary to the spirit which should govern all commercial transactions, or of any dishonorable or dishonest conduct," etc.

The Chamber of Commerce also furthers just and equitable principles of trade by offering the facility to all shippers who have a complaint against any of its members to have the same fully investigated, through its secretary and board of directors, and such investigation is made without any expense or charge to the country shipper. The Association also compels the righting of any wrong or suspends or expels members in case of refusal. As a matter of fact, a remarkably high standard of commercial conduct has been required and secured within the membership of the Chamber of Commerce, and this has been accomplished, not alone by merely framing of a wise set of rules, but by the courageous, fearless, prompt and just enforcement of such rules at all times.

The Association facilitates the speedy adjustment of business disputes through a medium of a board of arbitration and a board of appeals, which boards, at very small expense and with great promptness, decide all disputes between members, which disputes might otherwise result in expensive and tedious litigation in the courts, and these boards of arbitration and appeal are open to the general public as well.

The Chamber of Commerce also fully carries out the fourth aim of acquiring and disseminating valuable commercial information. This information is gathered at great expense. It costs the Chamber of Commerce between \$30,000 and \$40,000 a year to place before its members the various information as to market values, receipts, etc., which are daily put before them for their convenience and guidance. Representatives of newspapers are permitted access to the trading rooms and thus the general public is kept fully informed as to market values through the press.

In addition to the four general objects mentioned, such an organization, either through itself or its members, performs many other important services. By exercising the right of excluding undesirable applicants and the right to insist upon high standards of business integrity and sound financial responsibility, it produces an organization of men which commands the respect and confidence of the business world. It thus elevates the general tone of the grain trade. The standing and the credit of every member is enhanced and directly benefited and affected by the work of the organization itself, and to add to the credit of its members is of vital importance, for the moving of the crops in the Northwest requires large sums of money. It is probable that the grain receiving commission houses in Minneapolis and Duluth advance to shippers in the country, at times, sums estimated as high as ten or twelve million dollars. The credit of these commission houses and of all the grain dealers is directly increased by virtue of the general methods of the organization to which they belong, and it is safe to say, also, that in the wider and broader sense such an institution exerts an influence over all the country tributary to its market in elevating the general tone of business morality and methods.

I believe it is within the bounds of the simple truth to state that there are very few institutions which confer such a direct, positive financial benefit to every producer and tiller of the soil in the Northwest, and which exert such a positive influence in the general upbuilding of high standards of business integrity, but, notwithstanding all this, we find that fault is found with grain exchanges, that our newspapers often contain reports of meetings of farmers and agitators who even denounce the existence of such exchanges as being hostile to their interests.

Throughout all these criticisms we find two mistaken notions, two wrong ideas, two misconceptions of facts. It is generally stated by these agitators that such an exchange as the Minneapolis Chamber of Commerce precludes the possibility of a farmer coming in with his own wheat and selling it, that such an exchange absolutely monopolizes the market and prevents the carrying on of transactions by a farmer, for instance, in the sale of a car of wheat, except the possibility of a sale in this exchange by a commis-

sion merchant at the usual rate of commission. It is this claim of monopoly coupled with another charge, namely, that such an exchange is a gambling institution, that are the two main points of criticism and attack which are generally found in all these various reports of meetings of agitators against such exchanges.

Now, neither of these assertions or criticisms is true. A farmer or anyone owning a car of grain and shipping it into Minneapolis can offer it for sale and sell it himself. He can do that now, and he could have done it at any time during the past twenty-five years of the existence of the Chamber of Commerce, and the difficulties that he would meet with in the sale and disposition of that car of grain are not difficulties thrown around him by the Chamber of Commerce, but are inherent in the very transaction itself. Were such a farmer to go to a Minneapolis miller and offer him this car of wheat the miller, to whom such farmer is a stranger, would necessarily as a business man be compelled to question the ownership of the wheat.

It may be wheat upon which there is a lien of a chattel mortgage; it may be stored grain shipped; or it may be grain belonging to someone other than the party who assumes to offer to sell it. Such farmer would necessarily have to have with him a sample of the car, and the miller must also be assured that such sample shown him was the actual sample of a car of grain. The miller would also want to know absolutely that such car would be delivered to him after purchase, and the farmer would have the difficulty of seeing to it that the proper transfer by the railway and transfer companies be made in order that that car of wheat should arrive and be delivered at the mill.

The farmer would also have to arrange for the payment of freight and other charges and arrange to bill on the mill and collect the sale price. Now, the fact that a large number of men gather together and form an exchange, into the treasury of which they pay large sums of money and to which they contribute annual dues, an exchange that brings about, by careful scrutiny and selection, a high standard of membership, both as to integrity and financial responsibility, and by virtue of various rules and regulations and arrangements of trading room, sampling, etc., produces an opportunity for men to do business with each other in large transactions safely, promptly and at the smallest possible expense—I say the fact of the growth of such an exchange affects in no way the primitive method proposed of a farmer selling to the miller or exporter his own car of grain. The same difficulties surround such a primitive transaction to-day that have surrounded it for twenty-five years, and it cannot be too clearly borne in mind that the farmer or shipper consigning grain for sale to the Minneapolis market ships such grain to a commission merchant for sale, not because he cannot himself sell such grain, but because it is decidedly to his interest and advantage, and because he is assured of the best possible net result by making use of the services of a commission merchant.

To sell grain for its full market price at all times calls for a high degree of skill and an extensive knowledge of the grain business, and the average farmer would be as unwise to attempt to dispense with the skilled services of a commission merchant in the intricate business of selling grain as to attempt to be his own doctor or lawyer. When a farmer or grain dealer has made his arrangement and business connection with a grain commission merchant he has at once obtained an agent having all the facilities which such exchange offers to its members and all of the information which it furnishes and all of the conveniences and economies of handling that its system produces.

Such commission merchant advances the shipper money, accepts the risks of the ownership of the property and advises the shipper by letter of facts in regard to market prices, looks after the sampling of the car and when the car arrives and is offered for sale such commission merchant has the opportunity of offering it for sale in the midst of all the buyers that are upon the market, thus obtaining the full market price. He also is an expert in the matter of grades and values and is in constant touch with various conditions surrounding the trade from day to day.

He pays the freight and other charges, calculates the value, bills on the miller or other purchaser, collects the price and remits to the shipper. He also insists, as far as possible, upon the prompt handling of the cars and the adjustment of overcharges for freight or other claims. There is but little fault found with the amount of commission charged, and yet only those familiar with the business understand fully that commission merchants are handling grain on consignments at such a low cost per car that the business of the commission merchant yields comparatively small net returns unless it is of a very large volume.

It is a great mistake, therefore, to assert that such an exchange as the Chamber of Commerce interferes in the slightest degree with the primitive proposed method of a farmer shipping his own car of grain and selling it himself. Such possibility and opportunity still offers itself to-day to anyone wishing to try the experiment. The fact that the commission charged is definitely fixed is of advantage to the shipper rather than otherwise, since he is thus informed in advance as to the exact amount that can be charged by the commission merchant to whom he consigns. This is also in harmony with the practice of many other associations, such as the Bar Association, with a fixed schedule of fees for each legal service.

The fact that the charge is a uniform one is also of advantage to the shipper, since it prevents unfair discrimination between himself and his neighbor and insures the same fair treatment to all. The second of the two mistakes found in these various criticisms is that of connecting the transactions in the Chamber of Commerce with gambling; and, it is my opinion, that a large part of the adverse opinions found in the minds of many farmers as to grain exchanges grow out of a misconception of the relation which the

future market, so called, bears to the general movement of the distribution of grain.

The casual visitor, after standing in the gallery of the trading room of the Chamber of Commerce during the busy part of its session, if such visitor is not at all familiar with the methods of the grain trade, carries away with him the recollection of the noisy demonstrations in the pit, while the other transactions on 'change do not make a marked impression upon him. One thousand cars of grain may have been received in Minneapolis for sale that day and one thousand samples, each representing a carload, may be piled up upon the tables. Buyers and sellers mingle around these tables, and, during the course of two hours, between 9:30 and 11:30 usually, these one thousand cars of grain are sold. The actual value of these cars is probably upward of three-quarters of a million dollars, but, as the visitor sits in the gallery and looks on during these two hours, the transactions involving the sale and purchase of this three-quarters of a million dollars' worth of grain have made no such impression upon his mind as the noisy demonstrations in the pit. It is the operations in the pit which strike the imagination of the average visitor and which he retains in his memory after his departure.

But to the man familiar with the grain trade and its methods, who looks upon these transactions, the spectacle of the sale and purchase of this large quantity of grain is appreciated as being the great work done within the Chamber of Commerce, and such a man recognizes that the transactions in the future market, in the pit, are merely accessory to these transactions in the grain itself. * * *

It is clearly apparent to all, even the casual visitor referred to, that the transactions in the sale and purchase of this three-quarters of a million dollars' worth of grain are actual transactions. The casual visitor more or less understands, or thinks he does, these transactions, but it is not quite so with his understanding of the transactions in the future market. He does not understand this, which is true, nevertheless, that the transactions in the pit, where men contract for the sale or delivery of grain for a future month, are as real, as actual, as tangible transactions as the sale and purchase of one thousand cars of grain. There is absolutely no difference between these two forms of transactions, so far as their being realities are concerned, so far as these transactions or arrangements being made so that they are absolutely enforceable. * * *

Among those forces in the community most active and persistent in their attacks upon the Chamber of Commerce and legitimate exchanges are these bucket-shops, whose interest it is to confuse, as much as possible, the mind of the public as to the difference between trading in bucket-shops and legitimate exchanges. It is these bucket-shops in reality who are behind most of the attacks upon the Chamber of Commerce and similar organizations, and who are arousing farmers' organizations, country newspapers, etc., against them by scandalous misrepresentations.

It is, therefore, the duty of everyone, especially those engaged in any manner in the grain business, to do everything in their power to awaken the public to the true state of affairs and to the important and useful service rendered to the public, and especially to the producer, by the legitimate exchanges, and, on the other hand, to awaken the public to the great and crying evil which the bucket-shop represents and the menace to society which it has become.

The subject of "The Milwaukee Market" was then presented in an interesting manner by B. G. Ellsworth of Milwaukee, in part as follows:

In point of population Milwaukee stands the fourteenth city of the United States. In bank clearings it stands relatively in about the same position. In point of lake commerce, via the Great Lakes, it exceeds any port on Lake Michigan, not even being surpassed by the great city of Chicago. Its output of manufactured leather is greater than that of any other city of the United States. One of the greatest undertakings of modern times, the excavation of the Panama canal, is being done with the assistance of Milwaukee-made engines and Milwaukee-made shovels.

I mention these points to call your attention to the fact that Milwaukee is a great, throbbing, thriving business center, and its fame or strength does not rest upon one industry alone. Now, in regard to the grain trade, we will first mention barley, because that is the one cereal in the handling of which our market leads all others.

The Milwaukee market was a pioneer in the handling of barley, and has also maintained its supremacy, advancing its manner of handling this grain as the change in the condition of trade demanded, until now we handle annually about 18,000,000 bushels of barley, about half of which is consumed locally and the other half distributed to the trade in the East and South, either in the shape of malt or barley. There is one feature of handling barley in Milwaukee which we would like to impress upon the trade.

It is done by an educated and trained lot of experts in this line. Each car is handled separately and on its merits, and the values in our market are not made by the inspection, although, of course, the inspection is a guide, to a certain extent, in determining the value. After having carefully studied the other primary markets, and having been in competition with them for a great many years, it is our opinion that there is not another market in the country where barley is so carefully handled and so even a market maintained, day in and day out, through the whole year.

Milwaukee as a wheat market. We do not occupy as important a position relatively as we formerly did in the handling of wheat. For years Milwaukee occupied the second place. We think we now occupy about the fifth place, but we still have a very good market for the spring grades of wheat, as our mills

confine themselves more exclusively to the use of spring wheat in the manufacture of their flour than do the millers in other flour centers.

Coarse grains. The usual advantages for handling grain from cars into boats by simple transfer through the elevators here has attracted in recent years heavy shipments of corn and oats to our market, all of which has met with a general favorable market. You will understand that there are no heavy grain speculators in Milwaukee, either in cash or futures, therefore our elevator capacity, while not large, being about 10,000,000 bushels, both private and public, is entirely ample for the handling of such grain as comes to our market, and we wish to call your attention to the fact that grain after it arrives in Milwaukee is promptly handled, thus lessening the cost to both the shipper and the receiver, and avoiding any possibility of grain getting out of condition while lying around the freight yards.

Our Chamber of Commerce, through its officers and directors, is ever in touch and working for the best interests of the grain trade. For this reason they have felt it their duty to oppose anything like the uniform inspection rule, such as was promulgated at the recent meeting in Chicago. They believe that there are local conditions surrounding each and every market on grain tributary thereto which should govern the inspection and which would therefore make uniform inspection, in their estimation, impracticable.

The next speaker was F. W. Eva, chief grain inspector of St. Paul, Minn., who addressed the gathering on the topic of "Minnesota Inspection." He stated that the grain business of our great country is, and always has been, so thoroughly interwoven with the industrial development that the changes that have taken place from one period to another can be studied with profit by the present generation and by generations to come. "What evolutions," he said, "the next half century will produce in the grain business is difficult of conjecture, but it can be prophesied with every indication of fulfillment that official inspection of grain will still be maintained at our great inland terminal markets and at the seaports for export grain, although it is difficult to foresee any exportation of grain from this country fifty years hence, as the rate of home consumption is on the increase."

Mr. Eva gave a detailed description of the grain inspection law of Minnesota and how its provisions are complied with by a large force of inspectors. He among other things pointed out that the inspection of grain as carried on by the Minnesota inspectors is absolutely impartial, and of the most thorough character. "You can readily realize," said he in conclusion, "the magnitude of the Minnesota grain department when I state that we handle each year some 350,000,000 to 400,000,000 bushels of grain. Inspection certificates are furnished in all cases when requested, either applied for in person or by mail, and the records of the office are open at all times for examination by anyone who is interested in making the same."

"Mr. President, I have in the foregoing endeavored to explain the methods of terminal inspection with such digressions as I deemed permissible and germane to the subject; much more could be said, and perhaps better than I have said it; it has been my object to present the facts as I have from time to time witnessed them. If in this respect I have succeeded in interesting this gathering, then my reward is ample indeed."

"I trust I have been able to say something that will have a tendency to strengthen the spirit of determination and energy to do right as between man and man that should characterize every public man whom the law places as an arbiter between seller and buyer of grain. Our position as official inspectors and determiners of other people's property is a privileged and responsible one; we should carefully esteem the privilege and honestly carry out the responsibility."

V. E. Butler of Heron Lake, Minn., then was introduced, the topic assigned to him being "Mutual Fire Insurance." His address was in part as follows:

Mutual companies organized to handle a special line of insurance are better equipped, give more attention to the details of construction, make closer inspection of plants, and are better acquainted with the risks written than any company can be that does a general insurance business through local agents. A specialized business is always more successful than a general business if it is in charge of good, capable men, who make a close study of it and push it to its logical end. I do not know that this saving is moral hazard, but I do know it is moral hazard or profit. This is borne out by the reports of almost every good mutual company in existence.

Take the history of the Grain Dealers' Mutual Fire Insurance Company of Indianapolis, Ind. This company was organized a few years ago and handled nothing but grain and grain elevator risks. They have saved to their members over 50 per cent and are gradually reducing the loss to a minimum. This company has as its secretary a practical insurance man, and for its directors men who are actively engaged in the grain trade. The old Winona Indemnity Company operated for seven or eight years, saved more

than 50 per cent to its members, and now is organized as a stock company.

The Tri-State Grain Shippers' Indemnity, of which many of you are members, has made a wonderful record, saving you 75 per cent. This latter concern is not an insurance company, and is not run upon what would be construed as an insurance basis, but is a pool of interests among some of the grain trade, agreeing to pay to each other certain sums of money in case of loss by fire. In order to arrive at a just and equitable basis of settlement, stock company insurance rates are used, and the cash paid into a common fund, out of which losses and expenses are paid and the balance on hand at the end of each year goes back to its members in the form of a dividend. The secret of the success of this plan is that no member is allowed to carry more than 75 per cent of the actual value upon any one plant, thereby making each member carry a part of their own risk. This has the effect of making its members more careful of the physical condition of their property, and it is noticeable that insurance companies are anxious to write what insurance members want for the reason that they know they are actively engaged in keeping a watchful eye on their property and seeking in every way to make it a better risk for them to have on their books. * * *

Blood is thicker than water, and the millers, grain dealers, or other classes of business men have the right to unite in any organization for their mutual benefit, as long as they do not interfere with the rights of others. The points to consider are: You cannot get competition in rates by legislation. Mutual insurance offers the only solution for competition. The laws should be based upon the successful time-tried laws of older states. The laws should provide for the organization of substantial mutual companies in each state, provision should be made for the licensing of good mutual companies of other states, if for no other reason than to give your companies the reciprocal right of entering other states.

Eternal vigilance will be necessary to get such laws. The opposition will be in evidence. It has the advantage of experience in this class of work, but we have right, justice and equity on our side, and the question of good mutual insurance laws cannot be taken up too quick, or urged too hard. I think the question of mutual fire insurance furnished a fruitful field for thought and careful consideration of the legislative committee of this Association.

At the conclusion of Mr. Butler's address, Mr. John D. Shanahan, expert in charge of grain standardization, United States Department of Agriculture, of Washington, D. C., was introduced. His address on "Grain Standardization" was listened to with the closest attention, and at its conclusion he gave a demonstration with the grain testing apparatus of the moisture content of different kinds of grain. [The paper appears in another column.]

There was no evening session. Instead, the delegates and other visitors to the city were guests at an entertainment by Mr. W. I. Nolan, a humorist of Minneapolis, Minn., who has gained fame in his line throughout the West. Following the entertainment a Dutch lunch was provided the delegates by the Business Men's Noonday Lunch Club of Sioux Falls.

Albert Wedgewood of Madison, S. D., and A. M. Woodward of Minneapolis, who were scheduled to make addresses, the former on the subject of "The Independent Dealer," and the latter on "Relations of the Commission Merchant and Country Grain Dealer," were unable to be present.

SECOND DAY'S SESSION.

It was nearly 11 o'clock Friday forenoon when the convention reassembled for the second and closing session.

President F. E. Crandall made his annual report, which was somewhat brief, but thorough, and was not read from manuscript. A part of his remarks were confined to the unsatisfactory nature of the legislation enacted by the recent legislature in Minnesota as affecting the business of the grain men of that state. He pointed out that the new South Dakota demurrage bill was in the main satisfactory, for the reason that grain men who were members of the last legislature, which enacted it, were able to give it their attention and their influence was sufficient to prevent it being of the drastic nature of the new Minnesota grain laws.

President Crandall stated that nearly everything in the way of new grain legislation in Minnesota was against the business men of that state and in favor of the farmers. He referred to the features of the new laws which were regarded as unfair to the grain men of Minnesota. He expressed the opinion that the Tri-State Association should take steps to contest the law in the interest of the grain dealers of Minnesota. He asked that the officers of the Association be authorized by the convention to enlarge the scope of the work of the Association by adding to its territory the north half of the state of Minnesota. He also expressed the belief that it might be wise for the Association to embark in mutual fire insurance, the proposed company to be under the jurisdiction and control of the Association. He gave it as his opinion that a committee should

be appointed to investigate the matter of organizing a mutual company.

President Crandall read a report of the auditor who examined the books of the treasurer of the Association at the request of the governing board, this report setting forth that the auditor had found the accounts in a satisfactory condition, and that the books were correctly kept in a neat manner.

J. J. Quinn of Minneapolis then presented his annual report as secretary of the Association. This was very lengthy and detailed all the work of the year.

After the adoption of the report of Secretary Quinn, Mr. Quinn, who also is treasurer of the Association, presented his annual report as treasurer. This showed the Association to be in a gratifying financial condition.

The committee on resolutions then presented the following resolutions, which, on motion, were adopted unanimously:

REINSPECTION.

Whereas, The reinspection of grain at time of unloading in terminals unfairly forces shippers to stand the deterioration of the grain during the long time elapsing between the day of arrival and the day of unloading; therefore, be it

Resolved, That we protest against this imposition and petition the central market exchanges to require buyers to refuse shipments within twenty-four hours or accept them on the basis of arrival inspection.

DOCKAGE.

Whereas, Some terminal markets now dock each car received for shrinkage, which in our estimation is unfair and unjust; therefore, be it

Resolved, That we instruct our secretary to request the different weighing authorities to discontinue the docking of receipts.

THANKS TO AGRICULTURAL DEPARTMENT.

Whereas, We have been entertained and instructed by the able paper and moisture tests of John D. Shanahan, expert in charge of grain standardization; therefore, be it

Resolved, That we thank Hon. James Wilson, secretary of agriculture, for having sent him and Mr. Shanahan for his interesting address and his demonstration of moisture tests.

SYMPATHY.

Whereas, Our fellow member, John J. Decker of Menno, S. D., was called home by the drowning of his son; therefore be it

Resolved, That the officers of the Association be hereby instructed to extend to him our heartfelt sympathy in his hour of grief.

THANKS TO SPEAKERS.

Whereas, We have been entertained and instructed by the very interesting papers and addresses of the speakers who have favored us at this meeting; therefore be it

Resolved, That we tender each a hearty vote of thanks of the Association.

IN MEMORIAM.

Whereas, Death has robbed the Tri-State Grain Dealers' Association of one of its loyal members, John H. Dickson of Scotland, S. D., a man highly respected and loved; therefore be it

Resolved, That in deploring the loss of his fellowship we extend the sympathy of this Association to his family, and have these resolutions spread on the minutes of this meeting.

Following the adoption of the report of the committee on resolutions, the question of dockage was discussed at some length by the delegates.

It was moved and seconded that a committee of three, together with the president and secretary of the Association, be appointed to confer with the inspection department of Minnesota and the Railroad and Warehouse Commission of that state in reference to securing, if possible, modifications of recent rules adopted by those bodies in regard to the business of the grain dealers of Minnesota, and, failing in this, the committee to have power to take such action as is deemed advisable to make a test of the objectionable features of the new Minnesota grain laws. On a vote the motion carried unanimously.

Shortly before a final adjournment was taken President Crandall announced that he would appoint the committee later.

The committee on nominations then made a report, recommending the election of the following officers. The report, on motion, was adopted, the new officers to serve during the coming year: President, F. E. Crandall, Mankato, Minn.; vice-president, J. M. Bennett, Flandreau, S. D.; Governing Board for the ensuing year—A. H. Wood, Minneapolis; L. W. Gifford, Minneapolis; A. H. Betts, Mitchell, S. D.; E. P. St. John, Heron Lake, Minn.; H. H. Minthorn, Bradley, S. D.; W. A. Forsaith, Hadley, Minn.

On motion the secretary was authorized to enlarge his work and the field of the Association by adding the remainder of the state of Minnesota. This action was taken in accordance with the recommendation of President Crandall in his annual address.

The convention, at 12:30 p. m., adjourned sine die.

After the conclusion of the convention Secretary Quinn stated it was the most successful ever held by the Association.

IN THE COURTS

The Venable Seed Co. of Owensboro, Ky., has been declared bankrupt. The liabilities are \$17,133.97 and the assets \$8,810.03.

Peter Kerr, et al., of Portland, Ore., have filed suits against Schubach & Hamilton for alleged breach of contract in the shipping of 700 tons of grain to San Francisco. Damages to the amount of \$700 are asked.

By settling his suit for \$10,000 against the Ann Arbor Railroad Co. out of court, Frank S. Strong, of Dundee, Mich., received \$7,567.71 for the damages to his elevator which burned April 13, 1905, when the depot adjoining burned. It was alleged the fire was due to the station agent's carelessness in that he used gasoline for kerosene.

John R. Gray & Co., grain dealers of Indianapolis, have compromised with Galbraith & Gilliland, grain dealers of Rugby, Ind., whom they sued in the circuit court, by the agreement of the latter to pay \$250. The action grew out of the sale of some wheat by the defendants to the plaintiffs in which the latter alleged that the former did not comply with their contract, either in the quantity or quality of the wheat furnished by them.

The Merriam & Holmquist Co., proprietors of two elevators at Omaha, Neb., have sued the Union Pacific to recover \$83,967.37. The plaintiffs aver they have been unlawfully discriminated against by the Union Pacific in the matter of being obliged to pay rebates to competing elevators. It is further set out that the Union Pacific and the Trans-Mississippi, as well as the Omaha Elevator Companies, were in an unlawful agreement to impede and hamper the business of Merriam & Holmquist.

In the county court of Cincinnati, Ohio, the Cincinnati Grain Co., Early & Daniels and J. H. Fedders & Sons are awaiting trial in answer to the charge of selling grain in packages not bearing the proper tags. R. M. Allen of the State Board of Pure Food Commissioners is the complainant. According to a law passed in 1896, the tags should show the chemical analysis of the contents. There were five affidavits against Early & Daniel, one against the Cincinnati Grain Co. and five against J. H. Fedders & Sons.

Smith Bros. & Co., of Birmingham, Ala., have filed a bill in the chancery court at Nashville, Tenn., against the Iowa Grain & Milling Co., with offices in Nashville. The complainants seek to recover for an alleged breach of contract to deliver to them at Birmingham about 30,000 bushels of corn. Complainants state that there has been a rise of 13 to 15 cents per bushel in the price of corn since the contract was made, and by reason of the alleged breach of contract complainants have been damaged \$3,000 to \$3,500.

In the case of Ware vs. Parsons in the Federal court at Fort Dodge, Iowa, a verdict for the plaintiff given on June 28, sustained by a higher court, makes collection of board of trade obligations, in so far as "puts and calls" are concerned, impossible in Iowa. Ware & Leland of Chicago sued to recover \$5,000 from Mr. Parsons, a wealthy farmer, who lost that amount in speculation on the board of trade. Judge Reed, in his instructions to the jury, called attention to the fact that if the evidence showed any puts and calls involved in the note the whole note was invalidated.

The Minnesota Grain Co. vs. the Western Union Telegraph Co. is the title of an action recently begun in the District Court at Duluth, Minn. Complainant seeks to recover \$177.50. It is alleged in the complaint that on Dec. 27, 1905, the Grain Company gave the Telegraph Company a message to William Porter, Crystal, N. D.; that it was not delivered to Mr. Porter until the 29th, two days later. It is alleged that the Grain Company and Mr. Porter had an agreement, whereby if Mr. Porter did not reply to the message, it was understood that the sale was satisfactory to him. The Grain Company claims that not hearing from Porter, the sale was consummated, and that two days later, when Mr. Porter repudiated the sale, they were forced to sustain a loss of \$177.50.

In the suit of George L. Treat, receiver of Godwin & Kellogg, at Alexander, Minn., against Beatrice Kellogg, Orin Kellogg, G. H. Spannagel, John M. Roberts, James Brandenburg and others, to recover the sum of \$3,371.35, derived from the sale of an Illinois elevator, Judge Baxter decided in favor of the plaintiff. Mr. Treat claimed the money as the property of the former partnership of Godwin & Kellogg. The property originally belonged to the defendant Spannagel who conveyed it to John M. Roberts in a trade for certain lands, who immediately conveyed the property to Beatrice Kellogg, and she in turn deeded it to the defendant

Brandenburg, who claimed to have paid a bona fide consideration of \$3,500 for it, and that he is the owner and entitled to the money on deposit in bank.

[Circular No. 20, Iowa Grain Dealers' Association.]

THE PENALTY CLAUSE.

The Stillman Law of Iowa provides as follows: "That it shall be unlawful for any person, company, partnership, association, or corporation owning or operating any grain elevators, or engaged in the business of buying, selling, handling, consigning, or transporting grain, to enter into any agreement, partnership, company, corporation, or association of grain dealers, whether within or without the state, engaged in like business, for the fixing of prices to be paid for grain by different dealers or buyers; or to divide between said dealers the aggregate or net proceeds of the earnings of such dealers and buyers, or any portion thereof; or to form, enter into, maintain, or contribute money, or anything of value, to any trust, pool, combination, or association of persons of whatsoever character or name, which has for any of its objects the prevention of full and free competition among buyers, sellers, or dealers in grain; or to do or permit to be done by his or their authority any act or thing whereby the free action of competition in the buying or selling of grain is restrained or prevented."

It also provides that any person, association, company or corporation injured by a violation of the act may recover from the person, company, association or corporation who violates the act, or who permits it to be violated, the full amount of the damage so suffered, together with a reasonable attorney's fee; and that the property of any person who may be a member of any association or corporation which violates the act shall be liable for the full amount of such judgment.

The act further provides that any person, company or corporation or any employee of such person, company, or corporation violating its provision, or who shall aid in such violation, shall be guilty of a misdemeanor, and upon conviction, shall be punished by a fine of not less than \$500 and not more than \$2000, or shall be imprisoned in the county jail for a period not exceeding six months or may be punished by both fine and imprisonment.

The corporation which passed the resolution and by-law before mentioned [penalty clause] is a grain dealer within the meaning of the Stillman Law; and the farmer who raises grain and sells it is, we suppose, a "seller of grain"; and it is our opinion that the said resolution and by-law constitutes a violation of that law.

That act forbids agreements which prevent or restrain "full and free competition among the buyers, sellers or dealers in grain." If "full and free competition among buyers and sellers of grain" means anything in the connection in which it is there used, it means that every grain dealer at a station shall, so far as any agreement is concerned, have an even start in the competitive race for the purchase of grain at that station. But upon the organization of a grain buying corporation having a by-law, such as the one herein referred to, every other grain buyer at that station, in trying to buy grain from a stockholder of that corporation, starts with a handicap against him exactly equal to the amount per bushel which the stockholding grain seller has to pay to the corporation for the privilege of selling his grain to some buyer other than the corporation referred to. Surely no one would contend that, under such circumstances, all grain buyers at that station would have an even start in the race. It is difficult to see how sellers of grain and a buyer of grain could more plainly prevent and restrain "full and free competition" than by such an agreement as is contained in the by-law referred to.

The object of the Stillman Law is to prohibit combinations by sellers or buyers of grain, which restrain "full and free competition among buyers, sellers or dealers in grain." The principle of law which governs this case may be more clearly disclosed by using as an illustration another line of industry. Suppose the word "steel" were substituted for the word "grain" throughout the law but no other change made, and suppose the law were enacted by a state in which the production of steel was a large industry. Then suppose a number of producers of steel were to form a corporation, each producer being a stockholder and each stockholder agreeing to sell his output to that corporation and to pay a penalty to that corporation of a certain amount per ton for every ton of steel sold to any buyer other than that corporation. Would there be any doubt in the mind of any one that "full and free competition" among those producers of steel had been restrained, or that "full and free competition" for the output of those producers, as between that corporation and other wholesale buyers of steel, had been restrained? The cases are parallel

and the principle of law underlying both is the same. The buying corporation could always keep somewhat below the price paid by its competitors and still be sure of getting the stockholders' grain by reason of the agreement contained in the by-laws. The by-law thus violates the Stillman Law in two particulars, viz., it restrains "full and free competition" among sellers of grain, and it does the same as between buyers of grain.

Take another case. Suppose all of the grain raisers in the grain states were to form one corporation having such a resolution and by-law as the one under consideration, and suppose that corporation conducted an elevator at every grain-buying station in those states. Could there be any doubt in such a case that "full and free competition" was interfered with? The by-law and agreement in that case would be exactly the same as in this case, and the principles of law applying would be the same. The size of the corporation and the number of stockholders makes no difference in the principle of law which is to be applied.

One of the leading authorities on this branch of the law contains the following statement:

"The magnitude of the combination has a direct bearing upon the power, but not upon the character of the combination. The legality of a combination is not determined by the extent of its power or influence. Its legality is determined by the purposes to which the combination proposes to devote its power and influence; and since neither the morality nor the legality of a purpose is measured by its magnitude, a small combination may be as illegal, although not as dangerous as a large one."

It is necessary that the courts use great care in applying the principles of the law to small combinations; because if the law were not applied strictly to a combination for the reason that it is small, in later cases that might be brought against large combinations, the decision of the court in the case of the small combination would have to be followed in determining the legality of the large combination; and in these days when the courts and the public generally are alive to the harmfulness of combinations which restrain full and free competition, it is important that no backward step be taken in the enunciation and enforcement of the law against such combinations.

It might be argued in defence of the before-mentioned by-law that a grain seller has a right to contract to sell his grain to one buyer. That may be true, but that is not the case raised by this by-law. The object of this Stillman Law is to prevent COMBINATIONS. All the grain buyers in this state may legally pay the same price for a given kind of grain. But when any two grain buyers AGREE to pay the same price for grain, then there is combination, "full and free competition" is restricted, and the law is violated. So in the case of this by-law, it is an AGREEMENT—a combination—between all the stockholders who are grain sellers at the same station to sell all of their grain to one buyer, and it restrains full and free competition. The provisions of the Stillman Law cannot be evaded by merely organizing a corporation.

It has been held by the United States Circuit Court of Appeals that it is legal for one producer to contract to sell his entire product to one buyer; but if the producer makes such a contract in concert with other producers, or with knowledge that the buyer is making such contracts with a large number of producers, for the purpose of restricting competition, the contract is illegal.

Respectfully submitted,

BAILY & STIPP.

MUST OPERATE ELEVATORS.

The Wisconsin Railroad Commission on July 7 issued an order requiring railroads owning or leasing grain elevators at Superior to grant their use to the general public at reasonable rates. The order affects the Great Northern, Eastern Minnesota and Omaha roads, and is in substance as follows:

Held by the Commission: "(1) That while it is not the absolute legal duty of a common carrier to provide elevator facilities at terminals, it is highly advantageous to the public and to the carrier that such facilities should be furnished; and when they are placed at the disposal of the public and are used by it for a series of years, so that commercial conditions and interests have grown up under such methods of doing business, such elevators become an integral part of the equipment of the carriers, which public at large has the right to use.

"(2) That the elevators at Superior, now held under lease, have become a necessary part of the equipment of roads owning them.

"(3) That so long as public necessity demand the use of such equipment, it should be operated for the benefit of the public.

"(4) That it is not within the power of a rail-

road company under the provisions of sub-division 3, section 1828, Wisconsin Statutes 1898, to lease or discontinue the use of any part of its property that is necessary to enable it to perform its duty to the public as a common carrier.

"(5) That if such a lease is authorized by statute, the lessee takes the property charged with a performance of the duties that would be incumbent upon the carrier if no lease were made.

"(6) That an elevator situated within the borders of a state is subject to reasonable regulations and control by the legislature of that state or by a commission duly authorized to exercise such control, and such regulation and control is not an unlawful regulation of interstate commerce.

"(7) That the leasing to one shipper of all the elevator facilities of a railway company, whereby such lessee is enabled to, and does, use such elevators in the conduct of his own business to the exclusion of all others, whereby many persons who have formerly been engaged in the grain buying business are obliged to discontinue such business, amounting to an unjust discrimination against such dealers.

"(8) That such action on the part of the carrier and its lessee was a violation of the statutes of the state of Wisconsin against discriminations by carriers.

"(9) The Great Northern Railway Company is ordered to operate its elevators, either directly or through its lessee, so as to give the general public the use thereof on equal and reasonable terms."

SALE OF CO-OPERATIVE ELEVATOR STOCK.

The Farmers' Elevator Co. of Gowrie, Iowa, refused to acknowledge and record transfer of stock sold by one of its stockholders. The purchaser has asked the courts to order the transfer made, says Circular 25, Iowa G. D. Association.

The Supreme Court of Nebraska has decided in a recent case, affirming decision of the lower court (C. A. Miller vs. Farmers' Milling & Elevator Co. of Newman Grove, Neb.), that a corporation cannot restrict the ownership of its stock.

Other court decisions are as follows, to-wit:

Boone, Sec. 122, says: "The right of transfer is incidental to the ownership of shares in the stock of joint-stock, companies and corporations formed in pursuance of legislative authority; and a by-law which unreasonably interferes with the free exercise of this right is void as being in restraint of trade."

Cook, Secs. 331-332, says: "That shares of stock in a corporation are transferable the same as other personal property is a principle of law co-eval with the existence of stock itself. The common law regards shares of stock as personal property, capable of alienation or succession in any of the modes by which personal property may be transferred. The right of a stockholder to sell and transfer his stock cannot be restrained by a by-law of the corporation."

Thompson, Sec. 2300, says: "The right to become the possessor, by lawful means, of this species of property is as clear a right as the right so to become the possessor of any other species of property, nor can the motive influencing the party who makes such a purchase become the subject of a judicial inquiry, where the motive is not in itself unlawful. Accordingly, it has been held that parties who are interested in opposition to a corporation have the right to purchase its stock in order to defeat a contract which it is about to make."

In repetition of Klaus, 29 N. W. 582 (Wis.) says: "A by-law of a corporation which prohibits the transfer of stock by a stockholder without the consent of all the stockholders is against public policy and void."

In Moore vs. Bank of Commerce, 52 Mo., 377, the court says: "The right of alienation is an incident of property, and a by-law of a bank prohibiting the alienation of stock therein, or putting restrictions thereon, is void, as being in restraint of trade."

In Bloede Co. vs. Bloede, 34 Atl. 1127 (Md.), the court says: "A by-law providing that if any stockholder shall desire to dispose of his stock, he shall give written notice of his intention to sell and that the other stockholders shall thereupon have the option to purchase the stock at the price named, is an invalid restraint on alienation."

New Orleans exports for June included 36,368:20 bushels of wheat and 130,005:50 bushels of corn, all to the continent of Europe except 20,431:14 bushels of corn to Liverpool.

St. Louis reported the first car of new oats on July 11. They came from northern Missouri and graded No. 2. The first new oats last year arrived eight days later, July 19.

BARLEY AND MALT

The Winona Malting Co. of Winona, Minn., has increased its capital stock to \$440,000.

The Borchert Malting Co. has started a 100,000-bushel grain warehouse at Milwaukee, Wis., and has employed a large force of men in an effort to get it completed by fall.

In a recent issue, the Chicago Live Stock World says: "Barley men were less surprised than anybody else at the decrease in acreage seeded. The uninitiated had assumed that the high prices current, along with the lateness of the season for seeding wheat, would result in an increased barley acreage. Instead, the government report showed a decrease of 171,000 acres, which reduced the total to 6,152,000 acres, which, on the percentage furnished, indicates a total crop of about 168,000,000 bushels, or 10,000,000 bushels less than that harvested last year. The barley men say that the effect of the fancy prices ruling for malting barley had tempted everybody to market their seed barley. They point to the close marketing of last year's big crop at fancy prices and to the regular increase of about 5,000,000 barrels per year in the consumption of beer as an indication of probable high prices for malting barley through the coming crop year."

UNITED STATES MALSTERS' ASSOCIATION MEETING.

The annual meeting of the United States Malsters' Association was held at Chicago June 18, 1907.

The president in opening the meeting stated that every manufacturer of malt finds himself carrying on a line of business which is not remunerative and too hazardous. There are 60,000,000 bushels of malt made annually, on which profits are limited, if not wiped out, by reason of the unbusiness-like methods pursued in selling the product. This meeting is called to ask the maltsters to do what will result in benefit not only to sellers but in equal measure to consumers. The members are urged to unite only upon the abolition of "privileges," that is to say, upon the elimination of the following abuses:

1. Selling malt on one year to eighteen months' delivery without some means of having the buyer share with us the hazard that such sales imply.
2. Delivering malt in our own bags, and receiving only a portion of them back without payment for lost ones.
3. Paying advances of freight rates during the period contracts are in force without charging the buyer for such advance.
4. Carrying malt on sales beyond contract period without receiving any compensation for storage, interest or insurance.
5. Carrying accounts beyond contract without interest charges.
6. Delivering malt on destination weights as ascertained on wagon scales in numerous draughts, and being asked to make allowance for shortages that invariably appear from such and other bad methods of weighing.
7. Selling malt and allowing discount for cash, buyer taking both time and discount.

After a general discussion of the above matters it was decided to recommend the use of a contract form which contains the following conditions and agreements:

1. This contract is based on the existing rate of freight. Should same advance the difference is to be added, and in case of decline, to be deducted from the price stated herein.
2. All bills to bear interest at 6 per cent per annum after due.
3. Malt to be taken out, in bags or in bulk, in gradual monthly shipments, between..... and November 1, 190...
4. It is understood and agreed that the bags in which the malt is shipped are the property of the seller, and are to be returned promptly by the buyer in good condition, bags to be charged to the buyer's account when shipment is made and credited when they are returned in good condition.
5. The seller shall not be held responsible for any loss or damage arising from any strike, car famine, freight blockade, fire, accident or any other cause beyond his control.
6. At the expiration of period of delivery and failure of buyer to take out the malt within said period, it shall be optional with the seller to cancel this contract as to balance not shipped and taken, or to charge the buyer with storage carrying charges of 1 cent per bushel per month or frac-

tion thereof, for such time as malt is carried for buyer.

7. No verbal condition or modification of this contract is valid.

8. This contract must be ratified by a member of the seller's firm, or an officer of the seller's corporation at.....

The following officers were elected for the ensuing year: President, B. F. Hales; vice-president, Frederick Vullman; treasurer, Clarence E. Reimer; temporary secretary, William Head; executive committee, Oscar J. Ruh, chairman; Reinhardt Rahr, E. C. Sohngen, Bruno Fink, Joseph Kam, E. A. Graff.

SEED GRAIN NOTES ARE LIENS.

Justice Lewis of the Minnesota Supreme Court, in a decision on June 28, rules that seed grain notes are first liens on crops grown from seed secured by means of them.

The case was that of August Andreson, respondent, against Lars W. Larson and others, defendants, and the St. Anthony & Dakota Elevator Co., appellant. The court says, in part:

"1. A purchaser of grain from the mortgagor, without any knowledge that it was mortgaged, except constructive notice by the record of the mortgage, is not protected as an innocent purchaser by the mere fact that the mortgagee permitted the mortgagor to thresh and sell the grain.

"2. A executed and delivered to B a seed grain note in consideration of which B agreed to purchase and deliver to A the amount of seed grain specified in the note, and within a reasonable time thereafter, B caused the seed grain to be delivered to A. Held, the seed grain note, having become a first lien upon the crop grown therefrom, as against the claim of a second mortgagee, the purchaser of the wheat from A was justified in paying it. Held, error to exclude the note and evidence of its payment from the jury.

"3. That provision of Section 4465 Revised Laws 1905, which refers to the application of the amount received upon real estate mortgage foreclosure sale, is intended for the benefit of the mortgagor and mortgagee, and a failure to apply the proceeds as directed by the statute does not invalidate the foreclosure, nor by operation of law cancel the first note, the amount received at the sale not being sufficient to pay the entire debt. New trial granted."

THE MEANINGS IN SHIPPING CONTRACTS.

A Cincinnati house recently contracted for a lot of grain "for shipment within twenty days." After the termination of twenty days there arose between the country shipper and the local buyer, the question whether calendar or business days should apply. The question was presented to the Superintendent of the Chamber of Commerce. In his report he said:

"We have no specific rule covering this. We have a rule defining the terms 'immediate shipment,' 'quick shipment,' and 'prompt shipment.' In these instances business days are recognized, apparently for the reason that short periods are implied, and no specific time is mentioned—so that it is essential that there be designation as to what the indefinite terms shall mean as to limitation of time.

"A transaction for 'shipment within twenty days' represent a contract of a different nature from the short time instances herein mentioned, for there is a definite or specific period mentioned, and it is reasonable in such cases to apply the calendar period. Even if the contract should be for 'shipment within ten days,' it could not have the same meaning as for 'prompt shipment,' which the rule makes to allow of ten business days."

In the absence of rules specifically applicable to such cases, and where "business days" is not a part of the statement as to time, the calendar period is undoubtedly the proper one to recognize. A bank transaction for 10 days, 20 days, 90 days, etc., means that number of calendar days.

A rule of the Grain Dealers' National Association makes business days, to the exclusion of holidays and Sundays, applicable to deliveries under contracts for such specified periods as 10 days, 20 days, etc. It might be well to have an amendment introduced at the next annual meeting, recognizing application of calendar days to such contracts. —Cincinnati Price Current.

Kansas City received its first car of new wheat on July 8 against June 18 in 1906; price, 1907, 88 cents; 1906, 82 cents.

Heavy shipments of grain have been made recently from North Dakota, which was held back during the winter by car shortage.

SEEDS

Otto Schwill, Sr., president of the wholesale seed firm of Otto Schwill & Co. of Memphis, Tenn., is dead.

G. J. Carpenter of Grand Junction, Utah, will move his seed business to Provo, Utah, providing he can make satisfactory arrangements.

The Berg & Smalley Seed Co. of McPherson, Kan., has dissolved. Mr. Berg retiring from the firm and Carl J. Smalley taking his place. The firm is now Smalley & Co.

W. K. Braeken and Julius Funk of Bloomington, Ill., are sojourning in England in the interests of the Funk Bros. Seed Co. Their trip has to do with the possible enlargement of their business.

According to J. F. Zahn & Co., the Ohio farmers report the shortest clover-seed crop on record. Ohio is declared to be the largest clover-seed producer. Reports from Indiana show a mixed prospect. Zahn believes seed will have to be imported.

The F. B. Mills Seed Co. of New York state has decided to establish its western branch at Washington, Iowa, where the citizens have raised \$3,600 and the banks negotiated a loan of \$30,000 for the new plant. A four-story brick building is to be erected at once, and by September more than 100 hands will be employed.

James Hall of Jacksonville, Ill., is busy harvesting a crop of bluegrass seed with a machine he has invented for gathering the seed and another for cleaning it after it is gathered. He has thirteen machines for gathering at work now and expects to clean up 60,000 pounds of the seed this season. He pays the farmer \$1 per acre for the privilege of taking off the seed, and this in no way damages the pasture.

The Henry Field Seed Co. has been incorporated at Shenandoah, Iowa, by Henry Field, president; Charles Simpson, vice-president; H. E. Eaton, secretary and treasurer, and others. The capital is placed at \$75,000, all subscribed. Extensive building operations are planned. Mr. Field has been in the business for some time, dealing largely in corn, for which seed he offers large premiums to the farmers.

Oscar O. Younkerman, of the seed company bearing his name at Council Bluffs, Iowa, says the new seed law is going to require considerable expense. It calls for clean seed and a tag on every bag of field seed. His company expects to put in expensive machinery for cleaning the seeds. "There is one thing that even cleaning will not accomplish," he said, "and that is the removal of bad seed. In order to get at this, we shall simply have to inspect our seed and find out the proportion that is bad and state it on the label."

FLAX PRODUCTION AGAINST WILT.

Professor Bull of the Minnesota farm school discusses flax wilt as a disease at length in a recent paper, and says the principal object of his bulletin is to correct an erroneous impression that seed advertised as Minnesota No. 25 is a variety of flax that is immune from the disease. In this connection he says: "It is true that to a limited degree Minnesota No. 25 has stood up against wilt in some instances where other varieties have succumbed, but we have no assurance that it will consistently do so and are, therefore, not prepared to say that it is immune."

Prof. Bull declares that in the last five years flax-raising in the Northwest has been given great impetus by utilization of the fiber in making twine, linen cloth and insulating material, whereas in the past only the seed was marketable. For protection against wilt he recommends treatment of the seed with a solution of one pint of formaline to forty-five gallons of water.

MAKING FIBER FROM FLAX.

The London Commercial Intelligence tells of a new Australian process for converting worthless flax into a good fiber, as follows: "Sheaves of straw are immersed into a hot neutral solution for about one hour, after which the flax is passed through rollers during which it is sprayed, by steam force, with a special solution and then with clean water. The flax is then dried and the straws broken and scutched in the usual manner. Each bath holds about 336 pounds of fiber and the cost of solution (there) does not exceed 48 cents. The same bath may be used repeatedly, thus reducing the cost of the operation. Frequent use of the same bath somewhat darkens the fiber, but for some purposes this is little or no detriment. The light fiber can be used for many purposes without further bleaching treatment, which is fre-

quently an expensive process. It is claimed by the inventors that their process can be carried on continuously, independent of weather conditions, and also that the fiber is produced so cheaply that it will ultimately, to a great extent, take the place of other fibers after meeting the world's demand for linum flax."

It is reported that the Red Wing Linseed Mills of Red Wing, Minn., have been closed temporarily.

During the past month the American Seeding Co. of Manitowoc, Wis., announced an increase in the wages of its employes of from 10 to 40 per cent.

[Address to the Tri-state Grain Dealers' Association.]

ON GRAIN STANDARDIZATION.

BY JOHN D. SHANAHAN,
Expert in Charge, Washington, D. C.

In my several papers on the subject of grain standardization, I have endeavored to explain how and why the United States Department of Agriculture came to take up the investigation of the subject of grain grading and inspection; what it has learned; what it is doing and proposes to do in the matter. It seems hardly necessary, therefore, for me to go over this ground again except to bring to your attention the matter of the establishment of grain standardization laboratories at Minneapolis and Duluth, as well as St. Louis and New York.

The establishment and maintenance of the two former laboratories should be of interest and, I hope, of value to you gentlemen in the grain business in the states of Minnesota, North and South Dakota; and it is my earnest desire to place these laboratories, their proposed work and the aims of the general project of grain standardization before you in as true a light as possible, in order that the exact status of the work at the present time may be thoroughly understood.

In the first place, this work is and was always intended to be purely a work of research with a view toward collecting such information and data concerning the commercial grades of grain and the grain trade generally as would eventually enable the honorable Secretary of Agriculture to correlate the conclusions drawn therefrom with the existing commercial grades of grain and establish United States Government standards for grain grades.

This is entirely aside from the question of Federal grain inspection, and no attempt has been made to interpret the law under which the work is being carried on as carrying with it any authority to inspect and grade commercial grain or to interfere in any way with the grain trade as it exists, save, perhaps, to wield the moral influence of the Department of Agriculture toward a fair, intelligent and honest use of the powers that the present inspection authorities now wield, and an endeavor to develop a sense of responsibility for the integrity of the grain grades of one market toward another, and to the producer and consumer of grains.

Our investigations have shown that there is no real, sound, tangible basis that can be accurately measured for any of the grades of grain now in use, nor, in many cases, even adequate authority in law for the powers assumed in the inspection of grain, which powers are largely wielded without regard to the interests of the producer or consumer of the same, except in so far as it is to the interest of the grain dealer in the large markets to do so.

The work now being carried on under the project of grain standardization is for the purpose of studying the general grain grade question and the values of the factors that do or should go to make up such grades and to develop methods whereby these factors can be physically or mechanically measured. This work, so far as the results are concerned, is largely in the future, although an important step in advance was made when Dr. J. W. T. Duvel and Prof. E. Brown, scientists of the Bureau of Plant Industry, developed and caused to be patented for the benefit of the whole people an apparatus for quickly testing the moisture content of grain. This apparatus has been generally adopted for use in the handling and inspection of grain, and particularly in the inspection of corn, and one large handler of this last mentioned cereal told me a short time ago that if he could not replace the apparatus he was using he would not accept an offer of one thousand dollars for it.

There seems to be a wide and fertile field in the grain trade of the country for the development and use of, not only this apparatus, but also for apparatus for determining the other factors in grain grades that enter into their values. One factor, in particular, which stands out prominently here in the Northwest, being the need of an apparatus for accurately determining the "dockage" in your wheat, and it is one of the objects of this

project to find ways and means for doing so. Some of the brightest minds in the Bureau of Plant Industry, of which there are many, are studying this question of grain standardization which, interpreted in its simplest form, means standardizing grain grades. Many men interested in the grain trade will tell you that the standardization of grain grades is not possible; some, from a want of intimate knowledge of the subject and some because their selfish interests are better served under existing conditions.

In my former talks on this subject, I have endeavored to point out to the trade some of the weaknesses and inconsistencies prevailing under existing conditions of the grain inspection question in the different markets of this country and have told of a few of what seemed to be pretty raw and ugly conditions, some of which are the result of innocence or ignorance of wrong doing and some of which appear strongly to be the result of downright dishonesty.

It is my privilege and pleasure to have a wide and intimate acquaintance among the grain inspectors of the United States, and I wish it understood that, in my opinion, the great mass of these inspectors are honest, upright and decent men. Feeling this to be true, I wish to make a plea for the honest inspector and try to show him to you in a light in which you can appreciate his present position.

Given a case where an inspector has for his guide a set of rules and specifications that are loosely drawn so much so as to create a suspicion that they were purposely so drawn and bristling with such terms as "reasonably," "fairly," "merchandise or unmerchandise" and "Not sound or clean enough for a higher grade." Under such guidance the inspector is obliged to pass upon and be responsible, morally or otherwise, for the grade of the producers' grain. The interests in this grain when it reaches market may be two or three-fold and diametrically opposed to one another; market conditions may be such that a difference in grade may make a very wide difference in the price of the grain. In the face of clamor, from possibly all these interests, he places a grade on the grain which is instantly attacked and questioned by at least one or more of these interests, and usually the inspector's judgment, sanity and even his honesty, are sometimes questioned. Under conditions of this kind, what has the inspector that is tangible and beyond question to aid him in maintaining his position? Nothing but his experience, reputation for honesty, and his length of service, against which are arrayed, perhaps, the arguments and influence of men with equally good reputation for judgment, experience and length of service in the grain business, but whose judgments, from the very nature of things, are necessarily influenced by selfish interests and who perhaps cannot be convinced that their judgment is not fair and honest from the standpoint of the producer or consumer of grain.

The grain inspector is usually recruited from among the people who cannot by any stretch of imagination be said to be wealthy, well-to-do, or independent, and he depends for his living in most cases entirely upon the stipend paid him for his services. He is usually barred by the rules of the institution by which he is employed from entering into or having anything to do with the grain business or grain deals, whatever, excepting in his capacity of grain inspector, with the very obvious desire to keep his mind free and unprejudiced in that direction. This is as it should be, but this very desirable result is usually negated by his being obliged to be subservient to the orders and instructions of men who are actually engaged in the buying and selling of grain. His opportunities for travel, observation, and the development of his intellect and the knowledge that should go with his calling are very meager. His knowledge and judgment, and even his individual interests, are often pitted against those of some of the brightest minds and intellects of our time, also against those of men whose moral sense has been dulled in fierce competition and a fight for money, and whose intellects at the same time have been quickened in consequence. Under such circumstances and conditions, what does the grain inspector usually do when opposing interests, such as I have described, demand that he do one thing and his judgment and sense of honor demand that he do the opposite? What would you do under like circumstances? Is it a fair position to put a man in and expect him to do the square thing by all? What can be the feelings of an honest grain inspector when the authorities under whom he is working advertise to the commercial world in their published grain rules and specifications that certain grades of corn shall be "dry" and regardless of this, instruct the inspector to pass upon and certify to corn containing from 18 to 22 per cent of moisture as the grades advertised, as has

been done during the past winter in almost all of our export markets?

Judging from my observations of and conversations with grain inspectors generally, I have come to firmly believe that the majority of these men are growing to feel more and more as time goes on that the factors of knowledge and experience in the grain inspector are becoming less important and that they are appointed and paid for nothing so much as carrying out the wishes of the grain inspection authorities and signing certificates of inspection, and that the exercise of their own judgment and independence of thought is being more and more relegated to the background.

Having a more or less intimate knowledge in relation to the grain trade of this Northwestern country, I am aware of at least some of the criticisms that have and are being directed at the Minnesota State Inspection Department, some features of which a fair and impartial judge would no doubt conclude to be unfair by virtue of their being points that the department, from lack of authority of law, has no power to control. From a more or less intimate acquaintance with the authorities and officers of this institution, as well as its organization and methods, and without attempting to discuss in any way the quality of work performed by this department, I have no hesitation in saying that I believe in the honesty of intention of the authorities and officers of that department and that the organization itself represents the highest development of the present day grain inspection institution. One point in which this institution has advanced beyond others of its kind is the semi-scientific method by which it arrives at the amount of dirt and foreign material, otherwise called "dockage" in wheat; yet these methods are not what they should be, and the department would do well not to rest content with what has been achieved in this line. Given a tangible basis for their grades, sound and measurable methods for accurately determining same, criticism against this department would, I believe, soon disappear, but so long as so many factors in the work are allowed to depend entirely upon human judgment alone, there is not much hope for better conditions.

Conditions such as I have here endeavored to picture and explain have developed with and grown into the grain trade of this country and cannot be remedied or eradicated in a day, or, perhaps, in a generation, but there are many signs of an earnest desire for improvements manifested from many quarters, an instance of which was the calling of the National Uniform Grain Grade Congress at Chicago last December. This call brought together a highly representative body of grain men from all over the United States where grain is an article of merchandise. It was my privilege and pleasure to address that body, calling its attention to some of the weaknesses and inconsistencies of the present methods of grain inspection. That they recognized them as such, and admitted that they could and should be remedied, was proven by the fact that after nearly a full week's earnest consultation and hard work this Congress promulgated a complete set of rules and specifications for grading grain on a strictly percentage basis and eliminating all indefinite terms. The results of its labors were thereupon recommended for adoption to the authorities of the several grain markets of the United States where institutions for inspecting grains were maintained.

Many of the rules and specifications agreed to by this Congress were in the light of my practical experience impracticable for use by the inspectors, and I was at particular pains to say so before that Congress adjourned. Nevertheless, on various occasions those grades were afterwards proclaimed as my grades or grades based upon my recommendations of the United States Department of Agriculture, while as a matter of fact, I had nothing to do with the technical construction of them beyond suggesting certain percentages of moisture as limits for corn grades. It was, however, gratifying to our project, and I so informed the Congress, to find such a unanimity of opinion among such a representative body of grain men as to the desirability of grain grades on a definite percentage basis.

I also told this Congress that in my opinion it had moved too fast and had formulated grades and specifications for grades on a basis of which they had not had sufficient knowledge from actual experiments, and that many of the grades so made could not be practically used without improved methods and the development of proper apparatus for handling them and that the United States Department of Agriculture should have been allowed time and opportunity to work out these problems for them.

This Uniform Grade Congress reassembled at Chicago during the past month for the purpose of revising the work of the December meeting. As

a result of the work of this later meeting some critics have accused it of undoing all the good work that it did in December; but I feel that they did only what was to be expected under the circumstances, inasmuch as the attitude of the Department of Agriculture toward the question at issue was not clearly understood by the Congress at its December meeting; that some radical changes, both in the grades themselves and the maximum amount of moisture to be allowed in the grades of corn were made is true, but that it has left something tangible and definite in the measurable factor of moisture to be allowed in the grades of corn, is to its credit and points to better things. Whether or not the specific amount of moisture allowed by the Congress in the corn grades is practical and workable remains to be seen. There is no question but that the amount of moisture in corn can be obtained in an entirely practical manner.

In conclusion, I beg again to remind you that the purpose of this grain standardization project is to study conditions in all parts of the grain country, particularly those that relate to the marketing and inspection of grain, and from information and data thus obtained, to work out, if possible, a system of definitely measurable grades, as well as apparatus and methods for fixing values of the factors that compose such grades, to wield the influence of the United States Department of Agriculture toward an intelligent, fair, and honest inspection of grain in this country, both for domestic and foreign use.

In doing this we need your help and assistance as well as that of other honest people in the grain business. You can help materially by sending to any one of the grain standardization laboratories, for examination, a sample of grain that you have shipped, or are about to ship, that you may have in your warehouse, or on your farm, in order that we may make a study of it and furnish you with a report of our deductions and conclusions, all of which, we hope may lead to a better understanding and knowledge of values of grains. These reports will be rather simple at first, but will be added to from time to time as our knowledge of factors of the grades and our ability to handle them increases. A two-pound sample is preferred, but a smaller one will be reported upon. These laboratories will each be in charge of a graduate of some college of agriculture, who is well acquainted with grains from seeding to harvest, and who will be assisted as far as possible by a man who has had experience with the commercial side of grain, all of whom either have passed or must pass a rigid civil service examination in order to demonstrate his ability to intelligently conduct his part of the work. The laboratories will be located as follows:

Baltimore, Md., 206 Chamber of Commerce Building, in charge of Mr. C. A. Neal.

New Orleans, La., Board of Trade Building, in charge of Mr. W. P. Carroll.

St. Louis, Mo., 514 Merchants' Exchange Building, in charge of Mr. C. E. Leighty.

Minneapolis, Minn., 14 Chamber of Commerce Building, in charge of Mr. E. G. Boerner.

Duluth, Minn., 306 Board of Trade Building, in charge of Mr. L. A. Fitz.

A laboratory will also be established in New York City, the location and name of the scientist in charge to be announced later. A research laboratory will also be established at Washington, D. C., Bureau of Plant Industry, Department of Agriculture, in charge of Dr. J. W. T. Duvel, the co-inventor with Prof. Brown of the moisture testing apparatus, where the results of the work of the other laboratories can be collected and concentrated for review and use in developing methods and apparatus and ascertaining the true values of grain grades and the factors that enter into such grades. These laboratories as established, and the work of the whole project of grain standardization is for the ultimate benefit of the grain public who are welcome to use any or all of their facilities to their utmost capacity free of any fees or charges.

Some interior dealers having objected to the inspection term "No Grade," which they claimed gave a bad impression and hurt the sale of the grain, Toledo has dropped the term; and all grain not included in the regular grades will be called "Sample Grain" there hereafter.

Frank Wright, manager of the Bartlett-Kuhn grain office at Fairland, Ill., was burned to death early in June, when fire destroyed the two-story frame structure serving as an office. Mr. Wright was a sufferer of locomotor ataxia and was subject to sudden attacks of helplessness. It is thought the fire was due to an overturned lamp and that the ill-fated grain man was seized with his malady under stress of excitement.

OBITUARY

Marion Britton of Jeffersonville, Ohio, was smothered in a bin of shelled corn one day last month while working in an elevator.

Herman D. St. John, president of the Mill Owners' Mutual Fire Insurance Co., of Des Moines, Iowa, is dead. He has long been identified with this company as a director and since 1898 as its president.

George L. Hicks, a prominent grain dealer of Duluth, Minn., died on July 6 at a local hospital, of diphtheria. He was a bachelor 40 years of age and was a heavy stockholder and manager of the Standard Grain Co.

Otto Schwill, Sr., senior member of the wholesale seed firm of Otto Schwill & Co., died June 10 at his home in Memphis, Tenn., from a stroke of apoplexy. Mr. Schwill was a very prominent man in his community and his demise is greatly mourned. He was stricken the day before his death while returning from services at church.

Bertin Ramsey, one of the best-known maltsters in Wisconsin, died at his home in Appleton, Wis., on June 24. He was a nephew of Lord Ramsey, the noted English chemist, and leaves an estate valued at nearly \$2,000,000. He was president of the Wisconsin Malt & Grain Co. Deceased was 50 years old and leaves a wife and family.

Albert Imholt, an early settler of Haverhill, Iowa, and for years a grain merchant, is dead. For many years he operated an elevator at Imholt and later was a silent partner of the firm of Mousel & Imholt. Mr. Imholt was born fifty-nine years ago, in Menomonee, Wis. He went to Iowa and settled on a farm south of Haverhill. He is survived by his wife and five children.

John Hancock, manager of the Duluth Elevator Co.'s elevator at Mekinock, N. D., shot himself on July 1. He had been agent for the elevator company at Mekinock for a dozen years, and when the elevator was transferred to a farmers' organization, he lost his position as agent. He was 50 years of age and is survived by his wife and an adopted daughter.

John Henry Powers, a member of the grain firm of Powers & Co., died at his home in Melrose, Boston, Mass., on June 10, aged 52 years. Death was due to heart disease. Mr. Powers was born in Somerville, a Boston suburb, and has resided in that vicinity all his life. He was a member of the Boston Chamber of Commerce and was also a Mason. The widow, two sons and a daughter survive.

Wm. H. Smith, vice-president of the New York Produce Exchange, died suddenly from enlargement of the liver on July 7, in the sixty-eighth year of his age. For many years Mr. Smith had been connected with the produce business, dealing principally in grain and flour. In 1895 he became manager of the Long Dock Mills elevator, which position he held up to the time of his death.

John E. Osborne, of the Star Elevator & Milling Co., of St. Paul, Minn., died on June 17 at his summer home in White Bear Lake, Minn., from heart disease. Mr. Osborne was born in 1846. He went to Minneapolis when he was seventeen years old and engaged in the milling business. He went to St. Paul six years ago and took charge of the Star Elevator on the west side. Deceased was a charter member of the Minneapolis Lodge of Masons. He is survived by the widow, four daughters and one son.

Henry Orlando Parker, at one time a director and later first vice-president of the Board of Trade of Chicago, died on June 20 at his home in Wheaton, Ill. He had been ill for a long time. Mr. Parker was 53 years old and was born at Boston, Mass. From there he went to Dixon, Ill., and later to Chicago, arriving at the latter place while yet a boy. He had been identified with the grain business all his life, first with the firm of George C. Parker & Co. and later under his own name. A widow, son and three brothers survive him.

John H. Barney, a well-known grain dealer and club-man of Providence, R. I., died on June 20, after a brief illness. He had conducted a grain business for many years, at first in partnership with Thomas Angell and for the past dozen years alone. His son, Arthur Barney, has been associated with him of late. Mr. Barney leaves besides this son, a daughter and his wife, as well as two brothers. The deceased was born in Bristol about 66 years ago. He spent some years in Florida but subsequently located at Providence. Mr. Barney's illness dates back two years, when he was injured by a fall while unloading grain.

CROP REPORTS

Snow's estimate of oats is 850,000,000 bushels.

Corn is reported somewhat backward in Indian Territory, but there is an increased acreage.

The Iowa Grain Dealers' Association estimates the corn production will be 305,005,941 bushels.

J. W. Arrasmith, state grain inspector of Washington, expects a wheat crop of 28,000,000 bushels.

Prof. P. G. Holden says the indications are that Iowa will produce 85 per cent of an average corn crop.

Michigan corn shows an improvement in condition of 75 per cent, against 86 last year when crop was 61,000,000 bushels.

Missouri corn is 3 per cent better than last month, but is 7 per cent lower than a year ago. The usual acreage has been planted.

The Illinois corn condition was reported as 75 per cent by the state department on July 1. Oats condition 80. Wheat showed a condition of 91.

H. B. Dorsey, secretary of the Texas Grain Dealers' Association, estimates 2,000,000 bushels of wheat will prove to be the crop for this year. The usual supply is 15,000,000 bushels.

The July Government crop report indicates a loss of 600,000,000 bushels of grain of all kinds. Preliminary returns show the area of corn planted to be about 98,000,000 acres, an increase of 1.4 per cent. The average condition of the growing crop on July 1 was 80.2, as compared with 87.5 on July 1, 1906, and a ten-year average of 85.9. The following table shows, for each of the states having one million acres or upwards in corn, the acreage compared with that of last year, on a percentage basis, and the condition on July 1 of this year, and of the preceding year, with the respective ten-year July averages:

—Condition—

	Acreage compared July 1, July 1, Ten-yr.			
	with last year.		1907.	1906.
Illinois	99	82	90	87
Iowa	101	78	96	88
Nebraska	102	80	84	87
Missouri	101	82	86	86
Texas	107	78	73	80
Kansas	104	84	85	86
Indiana	101	78	86	87
Georgia	102	89	89	84
Ohio	99	75	86	83
Kentucky	97	81	91	89
Tennessee	98	80	91	88
Alabama	99	80	91	85
North Carolina	100	83	91	89
Arkansas	104	79	89	86
Mississippi	99	75	91	84
Indian Territory	105	85	90	88
Oklahoma	120	86	93	92
South Carolina	102	86	86	84
South Dakota	95	77	87	86
Virginia	99	79	91	90
Louisiana	105	73	79	84
Minnesota	97	70	80	82
Michigan	102	76	90	82
Wisconsin	100	77	87	85
Pennsylvania	98	73	91	86
United States	101.4	80.2	87.5	85.9

The following table shows the corn area planted and total yields for a term of years:

	Acreage.	Yield, Bu.
1907	98,099,000	2,517,000,000
1906	96,738,000	2,927,000,000
1905	94,011,000	2,708,000,000
1904	92,232,000	2,467,000,000
1903	88,092,000	2,244,000,000
1902	94,044,000	2,523,000,000

*Estimated.

The average condition of winter wheat on July 1 was 78.3, as compared with 77.4 last month, 85.6 on July 1, 1906, 82.7 on July 1, 1905, and a ten-year average of 80.4. The average condition of spring wheat on July 1 was 87.2, as compared with 88.7 last month, 91.4 on July 1, 1906; 91 on July 1, 1905, and a ten-year average of 88. The average condition on July 1 of spring and winter wheat combined was 81.6, as compared with 87.8 on July 1, 1906, and 85.8 on July 1, 1905. The amount of wheat remaining in the hands of farmers on July 1 is estimated at 54,853,000 bushels, equivalent to 7.5 per cent of the crop of last year. The average condition of the oat crop on July 1 was 81, as compared with 81.6 last month, 84 on July 1, 1906, 92.1 on July 1, 1905, and a ten-year average of 88.2. The average condition of barley on July 1 was 84.4, against 84.9 one month ago, 92.5 on July 1, 1906, 91.5 on July 1, 1905, and a ten-year average of 88.7. The average condition of winter rye on July 1 was 89.7, as compared

with 91.3 on July 1, 1906, 92.7 on July 1, 1905, and a ten-year average of 90.9.

Secretary C. A. McNabb, of the Oklahoma Board of Agriculture, estimates the wheat crop will run from 12,000,000 to 16,000,000 bushels. He says the green bug has destroyed 50 per cent of the crop.

It is anticipated Indiana will harvest the largest crop of wheat since 1898. Corn has shown a remarkable improvement in its condition over last month and oats are expected to yield as heavy as last year.

Kentucky shows an improvement in wheat and corn over last month. Corn is now 79, against 92 a year ago, when crop was 105,000,000 bushels. Acreage is 95 per cent of last year. Oat condition 72, against 75 year ago, when they raised only six millions. Rye condition 86.

In Ohio oats show a decline of 5 per cent according to the state reports and the outlook is unpromising. The acreage in corn is 133,915 less than last year and the crop is not well advanced; condition, 72. Wheat acreage 1,869,947; condition, 79. Some rust and insects.

It is estimated Kansas will have about 60 per cent of a wheat crop this year. Kansas had 6,300,000 acres of wheat planted this spring. Cold, dry weather, frosts and freezes and green bugs ruined about 21 per cent; 1,410,000 acres were plowed up. This leaves 5,305,000 acres to be harvested. F. D. Coburn, secretary of state agriculture, says about the Kansas wheat crop: "The causes of the increased areas plowed up and decrease in condition are chiefly ascribed to the frequently recurring, if not continuous, low temperatures and general lack of timely and sufficient May rainfall. The most notable damage of all, however, appears to have been done by the widespread freeze occurring in the last week of May. With the exception of six or seven counties in the eastern part of the state, prospects have diminished in every county."

ELEVATOR IN MEXICO CITY.

The City of Mexico Herald says that George M. Gaither, of that place, formerly of Harrodsburg, Ky., has started a movement to construct a grain elevator in that city, the first to be built in the Republic, and the negotiations have so far advanced that the co-operation of local business men has been enlisted, and the site for the elevator has been selected and acquired. Mr. Gaither will organize a company with a capital of \$200,000, gold, for the construction of the elevator, which will handle all kinds of grain and which will have a capacity of 400,000 cargoes (2,000,000 bushels). This will serve for the distribution of grain not only in Mexico City but in neighboring towns and will furnish one depot in Mexico where outside dealers will be certain of being supplied. The site will be one accessible to every railroad line running into Mexico City.

It is pointed out that frequently a reported scarcity of a certain grain is due not to an actual necessity but to proper measure of distribution. "This is the case with barley at this moment," said Mr. Gaither, "and has frequently been the case with wheat and corn. There is no doubt there is an abundance of barley in the Republic to-day, but where is it to be found? Among other orders which we have for this cereal is one for 250,000 kilos, and there is not a pound to be had in Mexico City. With an elevator this dilemma would be avoided. Producers throughout the country would have one place where they could ship grain with a certainty of disposing of it and consumers would not be put to the necessity of casting about for supplies."

Mr. Gaither has come to the States in search of capital and correspondents. Mr. Gaither is now the head of a local grain company which was organized three years ago with a limited capital of \$3,000 and which has now a paid-up capital of \$75,000, the sales increasing in that period from \$500 to \$25,000 per month.

What was called, when reported, the heaviest receipts by any two-dump elevator in Illinois was the record of the Millington Grain and Supply Co. of Millington, Ill., on Monday, Wednesday and Thursday, June 17, 18 and 19, when the house received 318, 328 and 331 loads, respectively, or 997 loads for the three days, amounting to 57,087 bushels, nearly all of it being corn. Then the Neola Elevator man at Baker, in the same neighborhood, a small one-dump house, reported that in four successive days he took in 219, 254, 266 and 261, or 1,000 loads, making a total of 57,111 bushels, thus creating, as he thinks, a new mark, which, considering the capacity at Baker, he thinks rather beats the Millington record.

HAY AND STRAW

The Woolsey-Stahl Hay Company of Kansas City, Kan., has been dissolved.

The hay crop of Washington is expected to be unusually heavy this year.

Smith, Crawford & Co. of Youngstown, Ohio, are building a hay warehouse with a capacity for 30 carloads.

A shortage of alfalfa is noted in the vicinity of Roswell, N. M., as \$12 a ton has been quoted and 50 cents a bale of 65 pounds.

During the last week of June more than 16,000 acres of alfalfa were cut in York County, Nebraska. It is of a good quality.

It is understood the three large grain houses at Spokane, Wash., have handled 11,300 tons of timothy during the year just closed.

The annual meeting of the New York State Hay Dealers' Association will be held on August 13 at the Vanderbilt House in Syracuse.

Chicago received its first car of new prairie hay on July 3 from Indian Territory. It was consigned to Freeman Bros. and sold at \$13 per ton.

Elbridge E. Wheeler, for twenty-seven years in the hay and grain business at Bridgeport, Conn., has retired from active business and is now sojourning in the West.

On June 24 a fierce hailstorm is reported to have damaged about one-half the alfalfa crop between Brush and Fort Morgan, Colo., over a strip of 30 square miles of country.

A hay dealer at Springfield, Ill., recently remarked that there was no clover hay to be had, while timothy was selling at \$17 or \$18, but the coming crop promises to be bountiful.

William Lipstraw, formerly manager of the Magee, Paffenbach & Co. Elevator at Lake Shore, Ohio, has acquired the hay and straw business of M. F. Engler & Co. at Oak Harbor, Ohio.

It is said the hay prospects for Montana are the best in many years. There will not be any for export, however, as the industrial activity will undoubtedly require all that is grown.

W. C. Snow of Le Seuer, Minn., disposed of fifty tons of hay on June 22, at \$16 per ton, f. o. b. The purchasers were St. Paul men and the price was the highest ever paid for hay in that vicinity.

Otto Weiss, of the Weiss Alfalfa Stock Food Co., Wichita, Kan., predicts Kansas will have a banner yield of alfalfa this year and believes many of the farmers will get five harvests instead of four.

Articles of incorporation have been secured at St. Louis, Mo., by the Henry F. Meyer Hay and Grain Co., which is capitalized at \$14,000. Those interested are Henry F. Meyer, Louis Essig and Noland L. Meyer.

Reports from St. Paul, Minn., say the supply of clover hay in the state has been practically exhausted, while there is but a limited amount in adjoining states. Quotations on it have been discontinued by the St. Paul Board of Trade.

Prof. Robert Wallace of Edinburgh University, who is an authority on agricultural science, stated recently that there are certain kinds of alfalfa practically unknown to this country, which withstand the frosts of high altitudes and which would thrive in Colorado without irrigation.

A report is heard that ranchers in Spokane, Yakima and Columbia Valley, N. D., are organizing with the idea of controlling the price of alfalfa hay. The combine proposes to hold for a minimum price of \$6, declaring that high prices for help and baling material necessitate it.

The Santa Fe recently sent an "alfalfa special" through some twenty counties of Kansas. Stops were made at seventy-two stations and some 6,000 farmers found time to attend the lectures by Prof. A. M. Ten Eyck, G. C. Wheeler and others. It was estimated that 41,000 acres in the territory covered are planted to alfalfa.

F. D. Coburn, secretary of agriculture for Kansas, gave out a line of talk on hay June 25, when he said: "In Kansas alfalfa has been a potent factor in increasing bank deposits and prosperity. In 1891 there were in the state but 34,384 acres, and in 1906 Jewell County alone had 42,000 acres, and the state 615,000 acres. It has quadrupled the state's output of tame hay. In 1891 the tame hay aggregated 401,640 tons, while in 1906 the total was 1,682,699 tons. The value of the 1891 crop was two millions dollars, while that of 1906 was worth ten and one-half million dollars. Its increase in esteem is indicated anew by the 1907 assessors' reports received thus far by the state

board of agriculture from 46 of the 105 counties, which show gains in alfalfa of nearly 60,000 acres since one year ago, or an increase of 25 per cent."

The hay situation here is about unchanged, with the receipts still running to No. 2 timothy and quite a few cars of clover mixed and poorer stuff which is hard to sell at the present time, says the Pittsburgh Hay Reporter. There is, however, a fair demand for all good timothy. Shippers are advised to be very conservative at present; buy worth the money, and ship as fast as you buy if this is possible, as it is hard to tell what the price of hay will be when the new crop begins to move. Clover and clover mixed still dull; private hay inactive at quotations.

In a great many Illinois fields the seed corn this spring has been treated with lemon oil to keep the corn-root lice away. The peculiar weather conditions of the season, it being cold and rainy so long, have shown a new development that affects both the corn-root lice and the lemon-oil treatment for them. The excess of rain water washing through the soil takes away most of the odor of the lemon oil in the hill of corn, hence rendering it, to a degree at least, non-effective. It also destroys the corn-root aphids if they are present; they cannot live under such conditions.

The receipts of hay the last three days at Pittsburgh have been rather heavy. On the other hand the consumption was rather light, and prices are easier on everything except the best timothy. Stocks in buyers' hands seem to be heavier than usual at this time of the month of July; on this, at least, no advance can be predicted at this time. Shippers are advised to buy sparingly and quickly ship what they have on hand. Clover and clover-mixed are still quite dull; rough feeding timothy is also very easy; prairie hay market is soft, and with expectations of a fair crop of new prairie, some of it already cut, we look for no improvement in the price of that commodity.—Pittsburgh Hay and Grain Reporter, July 9.

The Government's reports on the hay condition show that of all the cereals the hay crop has suffered most, says the New York Produce News. The percentage is lower than that of the 10-year average and lower than that during the past seven years. Owing to the fact that timothy is not taken into consideration in the estimate of the hay crop, the figures do not fairly represent the situation. The average for pasture hay during the past 10 years has been 90 per cent, while this year shows up only 80.6 per cent. No figures are given on clover, as several states were missing in the report. According to Government authorities the hay crop for 1907 is going to be very short. Just how much effect this will have on prices is a question. In 1906 the hay crop amounted to 57,145,959 tons, as against a little over 60,000,000 tons the year preceding.

HAY AVAILABLE NOW.

Secretary P. E. Goodrich of the National Hay Association announced on June 18 that he had received 247 replies to his letter of May 17. The following is a summary showing the amount of hay available for market, etc.:

Available for shipment—Indiana, 10 per cent; Michigan, 15; New York, 10; Ohio, 9; Pennsylvania, 10; New Jersey, 10; average, 10 per cent. Illinois, 8 per cent; Missouri, 26; Kansas, 5; Indian Territory, 17; Iowa, 8; Arkansas, 16; Colorado, 20; average, 13½ per cent.

Opinion of future prices—Steady, 72; lower, 16; higher, 65.

What is the condition of meadows?—Illinois, Kentucky, Connecticut, Massachusetts and Ohio, good.

Arkansas, Colorado, Georgia, Maryland, New Jersey, New York, Pennsylvania, Virginia and West Virginia, fair.

Indiana, Iowa, Indian Territory, Kansas, Minnesota, Missouri, Tennessee, Wisconsin and Michigan, poor.

What per cent of a normal crop can be expected?—Connecticut and Massachusetts, 100 per cent.

Georgia, Iowa, Kentucky, 110; Maryland, 73; Tennessee, 75; Virginia, 80; West Virginia, 75; average, 84 per cent.

Arkansas, 88; Colorado, 75; Illinois, 76; Iowa, 56; Indian Territory, 60; Kansas, 50; Minnesota, 40; Missouri, 63; Wisconsin, 60; average, 63 per cent.

Indiana, 70; Michigan, 68; New Jersey, 76; New York, 93; Ohio, 75; Pennsylvania, 76; average, 76 per cent.

Beginning July 1 the B. & O. will charge \$2 for cars of grain, etc., held at Cumberland, Md., for diversion subject to order of consignee at Baltimore, New York, Philadelphia or other points. The Pennsylvania also makes the same change.

FIRES--CASUALTIES

The plant of the Van Alstyne Elevator Co. of Van Alstyne, Texas, was burned down on June 12.

The 50,000-bushel elevator at Bluffs, Ill., was destroyed by fire late in June at a loss of \$15,000.

Two elevators were blown down in a tornado which struck Aurelia, N. D., on the night of July 4.

The Woodworth Elevator at Lankin, N. D., burned to the ground on July 4. The fire originated through a hot box.

In a tornado which swept over Munday, Texas, on July 2, the Davidson Grain Elevator Co.'s building was blown down.

S. E. Stiles, of Cleburne, Texas, suffered the loss of his grain warehouse in a recent fire. The loss was \$500, covered by insurance.

The J. T. Burton Milling Co., of Fulton, Ky., recently lost its elevator and mill by fire. The loss was \$15,000, with \$10,000 insurance.

Williams & Worsman, grain dealers at Nashville, Tenn., suffered considerable damage to their building by a fire which attacked it early in June.

Fire destroyed the R. A. Fox Elevator at Bantary, N. D., early the morning of July 5. It is believed the building was struck by lightning.

H. F. Nordmeyer's 30,000-bushel elevator, near Chebanse, Ill., was struck by lightning and destroyed by fire on July 8. The loss was \$3,000.

Lightning struck the Independent Elevator at Maxbass, N. D., on July 5 and it was burned with its contents. The elevator will be rebuilt.

The Dominion Elevator at Strathclair, Man., burst on June 28, allowing hundreds of bushels of oats to spill to the ground and into the water.

An elevator at La Carne, Ohio, belonging to the Brokate Bros., was burned down on June 25 at a loss of \$1,000. The origin of the blaze is unknown.

James Williamson, a grain dealer at Pittsfield, Ill., was caught in the machinery of his elevator at that place on June 26, and probably fatally injured.

Syler Bros.' elevator and warehouse at Sugar Creek, near Canal Dover, Ohio, were burned on July 8 by a supposed incendiary. Loss, \$7,000; insurance, \$3,000.

Fire destroyed the Skewis Elevator at Truesdale, Iowa, on June 29, together with 2,500 bushels of oats and 200 bushels of corn. Cause, supposed incendiary.

Lightning struck the elevator at Walker, Kan., belonging to the Shellabarger Mills of Salina on June 10, and caused a total loss. Considerable wheat was consumed.

Lightning struck the Andrews & Gage 40,000-bushel elevator at New Rockford, N. D., on July 5 and the building and 8,000 bushels of grain were consumed by fire.

On June 14, fire starting in the Reliance Elevator at Wesley, Iowa, caused a loss of \$40,000 to that building and the Hunting elevator. Some 10,000 bushels of grain were consumed.

Davidson & Livingston lost about \$2,500 on June 13, it is said, when their elevator at Toluca, Ill., burst in two places and let 10,000 bushels of wheat get out, and then it rained.

Slight damage was suffered by B. W. Seaward, Sr., proprietor of the grain warehouse at Bellevue, Iowa, when fire was discovered within his establishment on June 24. The loss will not exceed \$500.

O. A. Talbott & Co.'s grain elevator at Keokuk, Iowa, was struck by lightning on June 22, which tore a great hole in the building. Lightning rods prevented the building from becoming a mass of fire.

What is supposed to have been a fire started by an incendiary, destroyed the grain elevator and warehouse belonging to Amos K. Ashly at Burlington, N. J., on June 19, at a loss of \$2,000. The place was partly insured.

Some damage was done to the elevator owned by H. A. Yeaton & Son at Portsmouth, N. H., on June 18. The prompt and efficient work of the fire department, however, prevented the flames from spreading beyond the tower. The fire was caused by lightning. What little loss there was appears to have been covered by insurance.

Wolcott Bros.' milling and elevator plant at Mt. Clemens, Mich., was badly damaged by fire the night of June 19. The elevator was found to be ablaze near the top, but the efficient work of the fire department prevented it from spreading. It is believed the fire originated from an overheated

journal. About \$2,000 worth of damage was done to the building and \$1,000 to the contents, which included 1,800 bushels of wheat, 400 bushels of buckwheat and considerable rye.

Lightning struck the Northern Elevator Co.'s building at Pipestone, Minn., on June 15, and the elevator was burned to the ground. Three other elevators were saved by a bucket brigade. The loss is estimated at \$20,000.

Walkinshaw & McKie's elevator at Blanchard, Iowa, burned to the ground on June 13, with 2,000 bushels of wheat and 500 bushels of corn. It is believed the fire was due to spontaneous combustion. The loss aggregated \$10,000, fully insured.

A. G. Sullivan's elevator at Nevada, Mo., was slightly damaged by an incendiary fire early in June. The firebug used a liberal supply of gasoline from a neighboring tank to start the fire, but the prompt efforts of the firemen extinguished the fire with but little damage.

Fire destroyed the Peavy Elevator at Edinburgh, S. D., on June 16, causing a loss of \$9,000. About 1,000 bushels of grain were burned according to J. E. Mandt, the agent. It is thought the fire was of incendiary origin. The building was well insured and will be rebuilt at once.

John Hill's grain elevator and Andrew Barrow's grain warehouse at Amity, Ind., burned down on June 20, under mysterious circumstances, at a loss of \$6,000. The elevator was built several years ago by Frank Dickson and has subsequently changed ownership until Mr. Hill secured it.

Fire originating in the point of the elevator destroyed the Waco Mill & Elevator Co.'s elevator at Waco, Texas, on the night of June 15. Although four streams of water were poured onto the flames they could not be controlled until the building was a total wreck. Manager Allen declares there were 20,000 bushels of wheat in the elevator, which is a total loss. The building was valued at \$15,000. The estimated damage is \$30,000.

The Henry A. Klyce Co.'s grain elevator at Dyersburg, Tenn., was attacked by the fire the morning of June 16, for the fourth time within the past six years. Two cars were also burned and three others were slightly damaged. The loss is estimated by the elevator company at \$10,000, with no insurance on the plant, as they were using temporary machinery while building a fireproof structure.

The really truly "green bug" was identified in Minnesota by F. L. Washburn, state entomologist, who, on July 8, announced that he had been reliably told by Mr. Webster, one of his field workers, that he had discovered the real toxoptera near Hastings; and Prof. Washburn insists that his field worker is not mistaken. Near the state experiment station some have appeared in a wheat field, but have done practically no harm. Prof. Washburn is inclined to believe that with the present warm, dry weather the toxoptera will do practically no harm in any part of the state, and the grain trade does not seem very much worried over the prospect.

New York Stock Exchange is asleep. They continue feeding the bucket-shops with their quotations. They imagine the shops do only a retail business. Consolidated Exchange handles small lots and is growing. Some of the shops are being forced out of business by the new state laws. A few of the men want to be good and join the Consolidated. During the talk the New York Commercial quotes some as saying that the aggregate of orders received by the bucket-shops in the country equal the total executed on the New York Stock Exchange. Guess again. Bucket-shops have had several times as much and many bets in 1,000-share lots. Wake up.—King & Co.

OUR CALLERS

Wm. G. Ost, Palatine, Ill.

I. S. Callender, Galesburg, Ill.

E. G. Hartman, Newaygo, Mich.

Joseph Kichler, Plankinton, N. D.

John D. Shanaban, grain standardization expert, Washington, D. C.

Fred Mayer, vice-president National Grain Dealers' Association, Toledo, Ohio.

John F. Courcier, secretary National Grain Dealers' Association, Toledo, Ohio.

W. B. Hoover, Pittsburg, Pa., representing Barnard & Leas Mfg. Co., Moline, Ill.

J. W. McCord, secretary and treasurer Ohio Grain Dealers' Association, Columbus, Ohio.

PERSONAL

Edward Lund of Walters, Minn., has taken charge of the elevator at Bricelyn.

Walter Landdeck is grain buyer for the Andrews & Sago Elevator at Goodrich, N. D.

Philip Malkerson is to be the manager for the new Farmers' Elevator at La Bolt, S. D.

Frank Walnum has resigned as agent for the Imperial Elevator Co.'s plant at Upham, N. D.

John Reynolds of Fulton, Ill., has been made agent for the Nicola Elevator Co. at Byron, Ill.

G. A. Spelbring is the new agent for the Farmers' Independent Elevator Co. at Ivanhoe, Minn.

H. O. Wise of Medina, N. D., has gone to Steele, N. D., where he is identified with the grain business.

Johnnie Oversou of Starbuck, Minn., has gone to Glenwood to take charge of the Monarch Elevator.

Richard Johnstone of Ashley, N. D., is now in charge of the elevator formerly managed by C. E. Tucker.

Anton Nelson has resigned as elevator agent at Burwell, Minn., to take a similar position in North Dakota.

A. H. Sturges of Clinton, Minn., has taken a position as grain buyer at the Montevideo Mill Elevator.

C. W. Malmquist of Vienna, S. D., will operate the elevator at Wilder, Minn., for the Christensen Grain Co.

C. W. Cullen of Downer, Minn., recently resigned as agent for the Hennepin Elevator Co., in favor of Hans Ullrich.

H. L. Green of Ferncy, S. D., is agent for the Atlas Elevator Co. at Clear Lake, S. D., where he succeeds Mr. Guernsey.

Ole Bottem of Green Bush, Minn., plans to leave in the near future for Opham, N. D., where he has a position as grain buyer.

Charles McAllen has resigned as manager for the Cargill Elevator at Benson, Minn., and is succeeded by Gilman Thompson.

Oscar Selien of Hendricks, Minn., has resigned as agent for the Hubbard & Palmer Elevator and gone to Heron Lake for the same firm.

Arthur Mosoncupp, for several years engineer and foreman at the Farmers' Elevator in Hudson, Ill., is convalescing from a serious illness.

H. D. Swan will give up his work in the Swan Elevator at Albert Lea, Minn., to accept a position in a new 200-barrel mill at Milbank, S. D.

James Van den Berge is now in charge of the King Elevator at Corsica, S. D., succeeding I. C. Davis, who has gone to Wagner for the King Co.

Ad Zimbeck has succeeded K. R. Hicks as agent for the Iowa Elevator Co. at Lanesboro, Iowa. The latter will take a similar position in Indian Territory.

F. J. Rotzien will succeed G. L. Strobeck as buyer for the elevator at Clitherall, Minn. The latter will go to the Andrews & Gage Elevator at De Lamere.

Louis Wanner of Pekin, Ill., has gone to Spring Bay, Ill., to take charge of the Smith-Hippen Elevator. Charles McJunkin, the former agent, left the place vacant.

W. H. James, for 18 years manager of the Hubbard & Palmer Elevator at Valley Springs, Minn., has been made manager of the new Farmers' Elevator at that place.

Peter Eye has resigned as buyer for the Reliance Elevator Co. at Milbank after five years in the dust at that place. Albert Lindquist of Stockholm will succeed him.

J. E. Landers, grain buyer at the Putman Elevator in Kenmare, N. D., has resigned his position after two years, to become agent for the Farmers' Elevator Co. at Kenaston, N. D.

Joseph Luken of Sibley has taken charge of the grain elevator at Merrill which L. F. Hodgson formerly operated. The latter goes to an Illinois town to conduct an elevator for himself.

J. G. Peterson has resigned as buyer for the Milan Farmers' Elevator Co. at Milan, Minn., to take a similar position with the Ward County Grain and Mercantile Co., near Minot, N. D.

The many friends of A. E. Schuyler, assistant weighmaster of the Chicago Board of Trade will be glad to learn that he is rapidly recovering from a recent severe attack of rheumatism which has kept him from his office for a few weeks

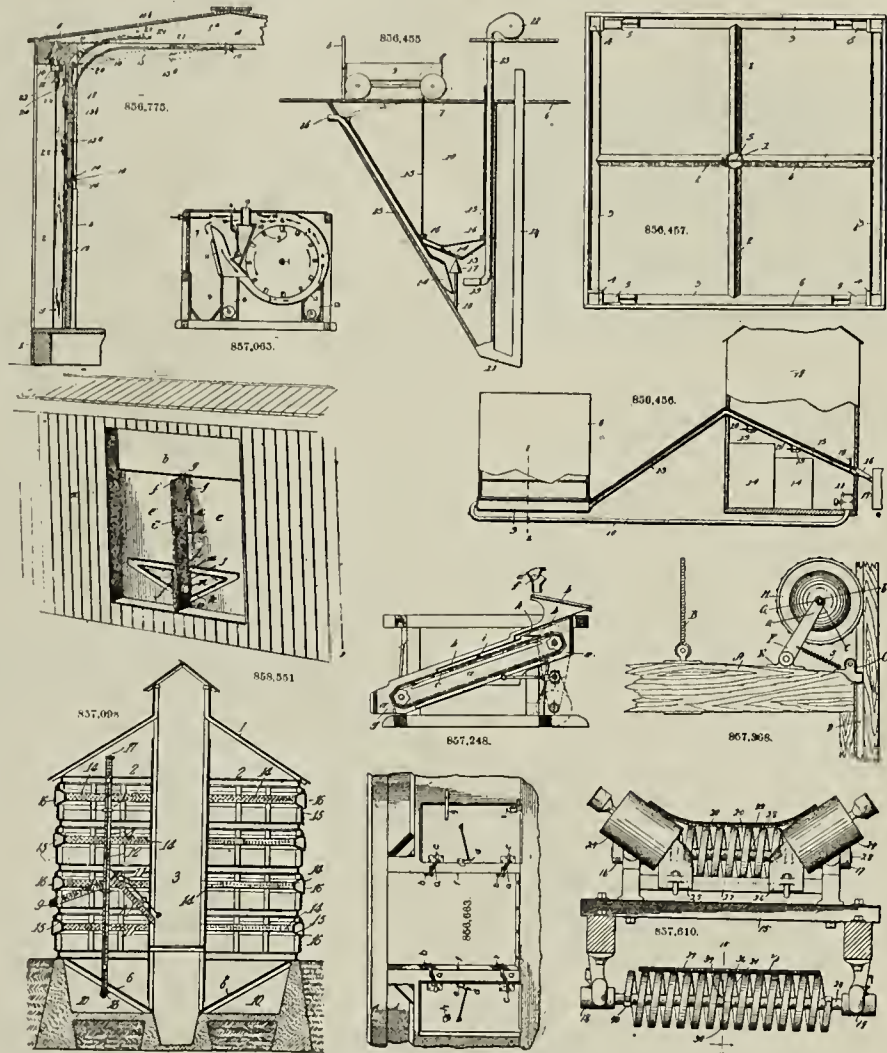
past. He is at present taking the Whitcomb Mineral Baths at St. Joe, Mich., and making rapid strides toward recovering his usual robust health.

William Jones, prominently identified with the grain business at Tacoma, Wash., where he is president of the Chamber of Commerce, has returned from a six months' sojourn in Europe.

Sam Barr of Rich Hill, Mo., is the new manager of the People's Elevator at Butler, Mo., filling the place of I. H. Blood, who resigned. Josh Paget will hereafter have charge of the Rich Hill Elevator.

Sam Stecnson, buyer for the Great Western Elevator at Cooperstown, N. D., has resigned to go on the road for A. O. Cornwell of Minneapolis, who owns a line of elevators on the Great Northern.

Edward A. Fitzgerald, traffic manager of the Cincinnati Grain Co. of Cincinnati, Ohio, was married



on June 15 to Miss Lillian Mongon. The couple spent their honeymoon in the vicinity of the Thousand Islands on the St. Lawrence and at the Jamestown Exhibition.

L. Capitan of Neche, N. D., has quit as agent for the Neche Grain & Live Stock Co. and gone to Bathgate to take charge of the St. Anthony & Dakota Elevator. Cyrus Briggs, formerly agent for the Northwestern Elevator Co., succeeds him and James McLeod goes into the latter elevator.

Charles W. McJunkin, for eight years confidential agent for Smith, Hippen & Co., grain dealers at Spring Bay, Ill., is on trial at Eureka, Ill., charged with falsifying his accounts to the extent of \$2,000. He was arrested at Winona, Minn., and claims that he was doped and that he does not remember anything about what happened. His actions since arrest would tend to strengthen the belief in the truth of this statement. He implicates others and the preliminary hearing may reveal that another is involved.

James B. Webster, of the hay and flour firm of Lord & Webster at Boston, Mass., celebrated the fiftieth anniversary of his entrance into the business on July 3. On that date, 1857, Mr. Webster entered the employ of A. N. Monroe at 250 Commercial Street, as a boy, and since that time has been engaged in the same business at the same location. The employees and others connected with the firm observed the occasion by the presentation to Mr. Webster of an easy chair, together with a bouquet of 50 pinks. Mr. Webster is a member of the Boston Chamber of Commerce.

A meeting of the millers and grain dealers was held at Maysville, Ky., to organize in protection against the farmers who have gone into the Society of Equity and will attempt to control prices of wheat.

LATE PATENTS

Issued on June 11, 1907.

Grain Separator.—John Feehery, Campus, Ill. Filed February 16, 1907. No. 856,455. See cut.

Grain Conveyor.—John Feehery, Campus, Ill. Filed February 16, 1907. No. 856,456. See cut.

Grain Bin Ventilator.—John Feehery, Campus, Ill. Filed March 1, 1907. No. 856,457. See cut.

Grain Door for Cars.—William C. N. Smith, Lincoln, Neb., and Erastus Roadifer, Logan, Iowa. Filed October 22, 1906. No. 856,663. See cut.

Grain Door for Cars.—John Edman, Minneapolis, Minn., assignor of one-half to Alfred M. Hovland,

Minneapolis, Minn. Filed January 2, 1907. No. 856,775. See cut.

Issued on June 18, 1907.

Grain Cleaning Apparatus.—Jacob B. Holgate and Charles Clough, Blackburn, England; said Clough assignor to said Holgate. Filed November 18, 1904. No. 857,065. See cut.

Grain Bin Ventilator, Grain Sampler and Weevil Exterminator.—John N. McNees, Hughesville, Mo. Filed April 4, 1907. No. 857,098. See cut.

Seed Separator.—Willy Meyer, Hameln, Germany. Filed July 21, 1904. No. 857,248. See cut.

Alarm Bell for Elevators.—Arthur C. Sisson, Pawtucket, R. I. Filed December 18, 1905. No. 857,368. See cut.

Issued on June 25, 1907.

Carrying Roll for Belt Conveyors, Etc.—Raymond W. Dull, Aurora, Ill., assignor to Stephens-Adamson Mfg. Co., Aurora, Ill. Filed March 14, 1907. No. 857,610. See cut.

Combined Dumping Platform and Elevator.—Edward W. Harmon, Kansas, Ill., assignor of one-third to William C. Pinnell, Kansas, Ill. Filed July 2, 1906. No. 857,936.

Issued on July 2, 1907.

Grain Door for Cars.—John A. Wilkinson, Washington, D. C. Filed February 10, 1906. No. 858,551. See cut.

Railroads operating in Nebraska have decided to re-establish the elevator charge on grain. The Burlington will put the system into effect at Fremont, Rulo, Nebraska City and Missouri Valley on July 19, paying a charge of three-fourths of a cent per hundred. The Rock Island will allow one-half of a cent at St. Joseph, Council Bluffs and Omaha after July 22. On July 20 the Chicago & North-Western will put the concession into effect at Missouri Valley and Fremont.

THE CO-OPERATIVES

The Farmers' Elevator at Harper, Kan., has been offered for sale.

The El Paso Elevator Co., El Paso, Ill., has added a "penalty clause" to its by-laws.

Hay growers in the San Joaquin Valley, Cal., are forming a company to handle their crops.

The Farmers' Elevator Co. of Wanamingo, Minn., on 200,000 bushels of grain earned a profit of \$1,800.

The New Richmond Elevator Co., New Richmond, Wis., has voted to double its capital stock (\$2,500).

The Farmers' Elevator Co. at Winthrop, Minn., finds a shortage of \$600 in its late manager's accounts.

The Farmers' Elevator Co. of Clara City, Minn., earned net profits of \$2,850.97 on last season's business.

The Truman Farmers' Elevator Co. of Truman, Minn., made \$1,231.35 last season and has a small book surplus.

The Farmers' Elevator Co. of Grover, S. D., has declared a dividend of 5½c a bushel on 170,000 bushels of grain handled last season.

The Farmers' Elevator Co. of Kanaranzi, Minn., did a business of \$93,000 in the year just closed, and has paid a dividend of 90 per cent.

The Farmers' Elevator and Live Stock Co. of Webster City, Iowa, paid 5 per cent on \$5,000 capital and voted to increase the latter to \$10,000.

The Farmers' Elevator Co. at Terney, S. D., paid a dividend of 200 per cent on last season's business. The assets of the company are about \$50,000.

The Farmers' Grain and Fuel Co., Wabasso, Minn., in stockholders' meeting decided not to enforce the penalty clause, only two stockholders voting for it.

The Rockwell City Farmers' Elevator Co., Rockwell City, Iowa, made a profit of \$3,500 on over 300,000 bushels of grain handled; but voted no dividend and to double the stock.

The Farmers' Co-operative Elevator Co. of Hardwick, Minn., paid a cash dividend on last season's business of 20 per cent and a stock dividend of 100 per cent. It has property worth \$8,290.

The Western Star Mill Co. of Salina, Kan., has bought the elevator at Luray erected several years ago as one of a line owned by the Farmers' Shipping Association, which failed to make cooperation a success.

The Weston Grain Co. (co-operative), Weston, Ill., in the bankruptcy court, is defendant in an action by Freeman Bros. to recover \$3,000. The debt was created by the manager, Schoenfeldt, who wrecked the company through grain speculations.

The Co-operative Elevator Co. of Lawrence, Minn., made \$2,340.70 profits; paid 10 per cent and used as much of the remainder as was necessary to refund to the old stockholders 50 per cent of the \$25 contributed by them to make good the loss sustained on the first year's business, said amount to cancel all obligations for such contributions.

The Farmers' Elevator Co. of Hartford, S. D., handled 15,743 bushels of wheat, 115,398 of oats, 59,755 of barley, 5,566 of flaxseed, 9,234 of corn and 3,384,360 pounds of coal and made a net profit of \$7,282.32. A dividend of \$5 per share was paid and the directors authorized to build more elevators soon or buy a new elevator offered for sale in the town.

The Farmers' Elevator and Mercantile Co., Owatonna, Minn., now thirteen years old, made \$1,400 last year; so the directors authorized the payment of \$900 to the old board of directors, which is a refund of \$100 to each director the amount which was given to make up the deficit when the Elevator and Mercantile Co. was in sore financial straits.

Dividends paid: Farmers' Elevator Co., Waubay, S. D., \$21 per share (105 per cent); Farmers' Elevator Co., Sherwood, N. D., 100 per cent; Farmers' Elevator Co., Ellendale, Minn., 10 per cent; Neche Grain and Live Stock Co., Neche, N. D.; Farmers' Grain and Lumber Co., Kinsley, Kan., 10 per cent and 3 per cent on sales to the company; Canby Farmers' Elevator and Supply Co., Canby, Minn., 25 per cent; Farmers' Elevator Co., Airlie, Minn., 50 per cent and 70 per cent to surplus; Farmers' Grain Assn., Minot, N. D., 75 per cent; Farmers' Elevator Co., Olivia, Minn., 10 per cent extra dividend on sales to the company; Farmers' Elevator Co., Morgan, Minn., 18 per cent and \$700 to surplus; Farmers' Cooperative Elevator Co.,

Harley, S. D., \$8 per share; Farmers Elevator Co., Overly, N. D., 30 per cent; Hindrum Elevator Co., Ada, Minn., 15 per cent; Farmers' Cooperative Elevator Co., Pipestone, Minn., 10 per cent.

THE SOCIETY OF EQUITY.

The state organizer of the Society of Equity in North Dakota, has made a proposition to farmers of that state to loan the Society the money to build a grain elevator at the head of the lakes.

At a meeting of the Society at Devils Lake, N. D., on June 26 the joint committee reported that arrangements could be made for securing a large terminal elevator in Superior for the use of the Society, this elevator to be under the control of the Society and to be independent of commission houses and elevator companies, if the money could be raised. The meeting was devoted to a discussion of plans to raise the funds to secure the lease of this elevator. The matter was finally left on the hands of a committee to raise the funds.

In his report the organizer stated that there were at present between 6,000 and 7,000 members in the state; nearly every county has branches.

The independent grain dealers of North Dakota meet in convention at Valley City on June 18 and 19. About 100 delegates were present.

Three distinct subjects were before the gathering—the organization of a shippers' mutual fire insurance company, federal inspection of grain, and a terminal elevator at either Duluth or Superior.

The following committee was named to investigate the mutual insurance company proposition and report: Lewis Thompson of Hatton, J. J. Taylor of Oriska, G. W. H. Davis of Starkweather, W. C. Fairbanks of Lakota and H. A. Nicholson of Crary. The convention favored the project.

Senator H. C. Hansbrough discussed national inspection. His remarks are summarized in another place.

Senator L. B. Hanna of Fargo, on behalf of the bankers of the state, made the speech of the gathering—when "money talks" common men are enthusiastic. He said that the independent elevator was of inestimable benefit to the farmers as well as to the business men of the state; that he had been interested in them and believed that they would pay dividends, and that a large reserve should be accumulated to put the business on a substantial basis; he favored a terminal elevator, and pledged the bankers of the state to help raise the capital stock of \$200,000. The following committee was named to meet with the bankers at Grand Forks in July to consider a terminal elevator: E. B. Eisbarth, C. E. French and M. F. Swenson.

There was talk of a commission house to be established by the organization, but no steps were taken in that direction.

C. E. French, a grain shipper of Penn, Ramsey County, was made president.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GRAIN BAGS.

Having just received a large lot of second-hand La Plata jute bags, which have been used but once in shipping wheat, we can offer them at the extremely low price of \$76 per thousand, track here. They hold 2 bushels of shelled corn and 2½ to 3 bushels of oats, and are just the thing for dealers who furnish bags to farmers. Order at once, as they are going fast.

THE HEFFNER MILLING CO., Circleville, Ohio.

ELEVATORS AND MILLS

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

FOR SALE.

Modern elevator located on Chicago & North Western Railway. Capacity 25,000 bushels; good business and competition good. Will bear investigation. Address

LOCK BOX 713, Sioux Falls, S. D.

ELEVATOR FOR SALE.

Modern elevator of 25,000 bushels for sale. In eastern North Dakota, on Soo Railroad. Good business; good competition; good reasons for selling; everything first-class. Address

LOCK BOX 713, Sioux Falls, S. D.

MACHINERY

ENGINES FOR SALE.

Gasoline engines for sale, 5, 7, 10 and 20 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

FOR SALE.

One No. 37 Howes Oat Clipper, good as new. Address

THE ADY & CROWE MERCANTILE CO., Denver, Colo.

FOR SALE.

Gasoline engines; one 54-horse Fairbanks-Morse; one 28, one 16, one 12, 2, 8 and 25 horsepower Sterling Charter. All sizes and prices in small sizes.

A. H. McDONALD, 38 W. Randolph St., Chicago.

FOR SALE.

One 10-foot 6-inch by 46-inch boiler, with fire front; 52 3-inch flues. Boiler in excellent condition. Also one 50-horsepower boiler feed, nearly new. Address

T. B. MARSHALL & CO., Kirkwood, Ohio.

FOR SALE CHEAP.

One Barnard & Leas Oat Clipper, horizontal, No. 3, in good condition. One Willford No. 1, 3 roll feed grinder. Good condition. Will sell these at a bargain or trade for good hopper scale or grain separator.

H. C. HAMILTON, Nora Springs, Iowa.

FOR SALE.

One A. T. Ferrell & Co., No. 89 Clipper Grain Cleaner, without rolls. This machine has been used but four days and is equipped for cleaning navy beans. Will have whatever screens added that will be required. Address

THE JERSEY PACKING CO., Cincinnati, Ohio.

SPECIAL BARGAINS.

In corn shellers. One No. 2 B. F. Constant Sheller, latest type made. One No. 4½ Western Combined Sheller and Cleaner. One No. 2½ Western Combined Sheller and Cleaner. These machines are practically as good as new and will be sold cheap. Write for prices.

A. S. GARMAN & CO., Akron, Ohio.

SCALES

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR MILLS AND ELEVATORS.

We sell 'em; we buy 'em; we trade 'em; we insure 'em—Mills and Elevators. If you want to do any of these write us.

BUCKEYE BROKERAGE CO., C. B. Jenkins, Mgr., Marion, Ohio.

HELP WANTED**TRAVELING MAN WANTED.**

Wanted, young man as traveling solicitor by Chicago commission house—receiving business. Must have some knowledge of the grain business. Address

COMMISSION, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

SITUATIONS WANTED**WANTED.**

Position as manager of elevator or line of elevators; 18 years' experience; keep double-entry books; best of reference. Address

A. W. WALLS, New Richmond, Ind.

ELEVATORS WANTED**WANTED.**

Illinois elevator handling 200,000 or more. Address

E. C., Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

WANTED.

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

WANTED.

Grain, coal and hay business in some live, growing town in the Southwest. Address

B. E., Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

LOCATIONS FOR ELEVATORS.

Good locations for elevators and other industries on the line of the Belt Railway of Chicago. Low switching rates and good car supply. For further information address

B. THOMAS, Pres., Room 11, Dearborn Station, Chicago, Ill.

ROOFING AND SIDING.**SYKES STEEL ROOFING CO.**

114 W. 19th Place, Chicago

MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money

CLEVELAND**THE UNION ELEVATOR CO.**

BUYERS AND SHIPPERS

WHEAT, CORN, OATS, HAY AND STRAW

OUR SPECIALTY: RECLEANED ILLINOIS SHELLLED CORN
CLEVELAND, O.

GRAIN RECEIVERS**PITTSBURG****HAY WANTED**

We are always in the market for Hay and Grain of all kinds. Our position as Leading Hay and Grain Dealers enables us to get top prices. We guarantee a square deal to every consignor, and liberal advances.

DANIEL McCaffrey's Sons Co.

Leading Hay and Grain Dealers, PITTSBURGH, PA.

References: Duquesne Nat'l Bank. Washington Nat'l Bank.

H. G. MORGAN

THE PITTSBURG HAY MAN

Ear Corn, Oats and Hay

PITTSBURG, PA.

D. G. Stewart & Geidel

GRAIN, HAY AND FEED

RYE A SPECIALTY

Office 1019 Liberty St. Pittsburgh, Pa.

Proprietors Iron City Grain Elevator. Capacity
300,000 bu.

MINNEAPOLIS

F.H. PEAVEY & CO.

MINNEAPOLIS,

MINN.

GRAIN RECEIVERS

Consignments Solicited.

MILLING WHEAT A SPECIALTY

Marfield, Tearse & Noyes

Inc.

GRAIN COMMISSION

CONSIGNMENTS AND ORDERS FOR FUTURES
SOLICITED.

Offices: Chicago, Milwaukee, Minneapolis, Duluth.
Private wires: Chicago and New York.

511-514 New Chamber of Commerce, Minneapolis, Minn.

DETROIT

A. S. DUMONT

R. C. ROBERTS

A. E. O'DONNELL

Dumont, Roberts & Co.

RECEIVERS GRAIN SHIPPERS

Chamber of Commerce
DETROIT, MICH.

Merchants Exchange
DECATUR, ILL.

Consignments Solicited.

Ask for our Bids and Quotations.

CAUGHEY & CARRAN

DETROIT, MICH.

Grain and Seed Merchants and Commission

OUR SPECIALTY: OATS AND CLOVER SEED

We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal
advances.

OFFICES: 620 to 624 Chamber of Commerce

ELEVATOR and SEED HOUSE: Corner 14th and Baker Sts

MILWAUKEE

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

Mohr-Holstein Commission Co.

29 Chamber of Commerce

MILWAUKEE

Sample Grain a Specialty

BRANCH OFFICES AT CHICAGO, MINNEAPOLIS

CHICAGO

MINNEAPOLIS

J. V. LAUER & CO.

Grain Commission

BARLEY A SPECIALTY

Ship us your next car

Chamber of Commerce

MILWAUKEE, WIS.

ST. LOUIS**CONNOR BROS. & Co.**

GRAIN

ST. LOUIS, MO.

Daniel P. Byrne & Co.

General Commission Merchants

SUCCESSORS TO

Redmond Cleary Com. Co.

Established 1854

Incorporated 1887

Grain, Hay, Mill Feed and Seeds

Chamber of Commerce, St. Louis, Mo.

SLACK-FULLER GRAIN CO.

RECEIVERS AND SHIPPERS

OF

GRAIN

CONSIGNMENTS SOLICITED

208 Merchants' Exchange

ST. LOUIS, MO.

MEMBERS (Robinson Code.) Reference
St. Louis Merchants Exchange German National Bank
Memphis Merchants Exchange Little Rock
Little Rock Board of Trade Jefferson Bank
National Hay Association St. Louis
Grain Dealers Nat'l Association Southern Trust Co.
Little Rock

A. L. DEIBEL

—SELLING AGENT—

OATS

Direct connections with elevators
located in
Nebraska, Kansas,
Iowa, Missouri,
Illinois.

OFFICES:
Room 22, Gay Building
ST. LOUIS, MO.

GRAIN RECEIVERS

CHICAGO

E. GERSTENBERG

A. GERSTENBERG

Gerstenberg & Co.

Commission Merchants

HANDLE ALL GRAINS AND SEEDS

Barley a Specialty

OUR SERVICE WILL PLEASE YOU
CHICAGO

THE BEST SERVICE

VAN NESS BROTHERS

Grain Commission

Main Office
ChicagoBranches
Peoria, St. Louis, Milwaukee

ALL THE TIME

LUCIUS & DYCKMAN

Grain Commission

436 Postal Telegraph Building
CHICAGO

W. H. MERRITT & CO.

Grain Buyers and Shippers

CORRESPONDENCE SOLICITED

87 Board of Trade, CHICAGO, ILL.

CHICAGO

GEO. S. DOLE, Pres.

H. N. SAGER, Sec.

J. H. DOLE & CO.

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your
CONSIGNMENTS
and orders in futures

226 La Salle Street, - - CHICAGO

PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.
H. HEMMELGARN, Vice-Pres.

PHILIP H. SCHIFFLIN & CO., Inc.

Successors to

H. HEMMELGARN & CO.

Commission Merchants

515-518 Postal Telegraph Bldg.
CHICAGO, ILLINOISConsignments of all kinds of Grain and Field
Seeds a specialty

Good Prices

Prompt Returns

Very Best Attention

and W. A. FRASER CO.

"They're Running Mates"

MINNEAPOLIS CHICAGO MILWAUKEE

Lamson Bros. & Co.

ESTABLISHED 1874

Commission Merchants

AND

Track Buyers of Grain

6 Board of Trade

CHICAGO

BRANCH OFFICES IN IOWA

Des Moines
Iowa City
ParkersburgFt. Dodge
Storm Lake
Iowa Falls
IndependenceCedar Rapids
Waterloo
Mason City

Ask for Bids

Consignments Solicited

CHICAGO

YOUNG & NICHOLS

Established 1883

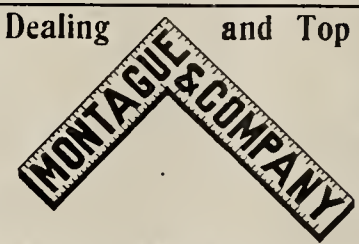
Grain Commission Merchants

SOLICIT YOUR CONSIGNMENTS AND ORDERS
FOR FUTURES

169 Jackson Blvd., CHICAGO, ILL.



Square Dealing and Top Prices.

If we
have not
handled
your
Chicago
Business,
try us.Grain Re-
ceiving
and
Commis-
sion
Mer-
chants.

Wheeler Bldg., 6 and 8 Sherman St., CHICAGO.

Complete Explanations and Instructions to
facilitate trading in

Grain and Provisions

are contained in the booklet

Grain Speculation not a Fine Art

—BY—

E. W. WAGNER

99 Board of Trade Building - - - CHICAGO

A copy will be mailed free on request



J. ROSENBAUM GRAIN CO.

(INCORPORATED)

GRAIN MERCHANTS

CHICAGO

RUMSEY & COMPANY

COMMISSION MERCHANTS

GRAIN, HAY, SEEDS AND PROVISIONS

CASH AND FUTURE DELIVERIES

97 BOARD OF TRADE, CHICAGO

Receiving a Specialty

Every Department Fully Manned by Men of Ability and Long Experience

J. H. WARE E. F. LELAND
G. W. LEE E. J. FAHEYConsign your grain and seeds and send your
Board of Trade Orders to

WARE & LELAND,

400-410 Postal Telegraph Bldg., Chicago.

GRAIN, PROVISIONS,
STOCKS AND COTTON.

Write for our Daily Market Letter.

Your interests are our interests.

Special attention given to cash
grain shipments.

GRAIN RECEIVERS

CHICAGO

A. L. SOMERS, Pres. CHAS. A. JONES, Sec'y and Treas.

SOMERS, JONES & CO.

(Incorporated)

COMMISSION MERCHANTS

82 Board of Trade Bldg., CHICAGO

GRAIN AND FIELD SEEDS

CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY SOLICITED. :: LIBERAL ADVANCES ON CONSIGNMENTS

BUFFALO ALBANY BOSTON

E. W. ELMORE
Grain Buyer and Shipper

Operating the Interior Elevator at South Bend, Ind.

617 Postal Telegraph Building. CHICAGO

William H. Lake Jno. A. Rodgers Edw. P. McKenna

W. H. LAKE & CO.

Commission Merchants
Grain, Provisions, Stocks

50 Board of Trade - - CHICAGO

MEMBERS: Chicago Board of Trade; New York Produce Exchange; St. Louis Merchants' Exchange; Minneapolis Chamber of Commerce.

ESTABLISHED 1852

T. D. RANDALL & CO.

COMMISSION MERCHANTS
HAY, GRAIN AND FLOUR

92 Board of Trade Bldg., CHICAGO

J. C. Shaffer & Co.

Buyers and Shippers

— of Grain —

240 La Salle St. Chicago

E. W. BAILEY & CO.

Commission Merchants

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade, CHICAGO

ARMOUR GRAIN CO.

GRAIN DEALERS

Consignments solicited. This department is fully equipped in every way to give the very best service in Chicago.

205 La Salle St. CHICAGO

FREEMAN BROS. & CO.

Successors to H. H. FREEMAN & CO.

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

Correspondence and Consignments 66 BOARD OF TRADE Solicited. Market Reports on Application. CHICAGO, ILL.

CHICAGO

Consign and Place Your Future Orders with

Rosenbaum Brothers

Commission Merchants

77 Board of Trade, Chicago

H. M. PAYNTER

GRAIN COMMISSION

Special attention given consignments of grain and seeds.

Orders in futures carefully executed.

700-718 Royal Insurance Bldg., Chicago.

All business transacted through and confirmed by H. W. Rogers & Bro.

H. W. ROGERS, Pres. J. C. ROGERS, Vice-Pres.
C. J. HURLBUT, Secy. and Treas.

ROGERS GRAIN COMPANY

(Incorporated)

Buyers, Shippers and Exporters of

GRAIN

Elevator proprietors on Illinois Central and other Railroad Systems.

Main Office: 700-701 Royal Insurance Bldg., Chicago

WRIGHT, BOGERT & CO. COMMISSION MERCHANTS

Correspondence and Consignments Solicited
Orders for future delivery carefully executed

Screenings and Mill Feed

306-308 Postal Telegraph Building
CHICAGO

WARNER & WILBUR, GENERAL COMMISSION MERCHANTS

CONSIGNMENTS AND ORDERS IN FUTURES SOLICITED

417 and 419 Royal Insurance Building

Established 1879

CHICAGO, ILL.

HULBURD, WARREN & CHANDLER

Stock Brokers and Commission
Merchants, Grain and Provisions

Business Solicited in any Department. Receiving,
Shipping, Futures.

212-214 La Salle St., CHICAGO

WHITE & RUMSEY GRAIN CO. SHIPPERS

Owners and operators Prairie State Transfer
Elevator at Kankakee, Ill.

97 Board of Trade, CHICAGO

POPE AND ECKHARDT CO.,

COMMISSION MERCHANTS

GRAIN
SEEDS
PROVISIONS

317-321 Western Union Building,

CHICAGO.

WILLIAM J. POPE, Pres.
W. N. ECKHARDT, Secy.

CHICAGO

C. H. Thayer & Co.

CONSERVATIVE
BUSINESS METHODS
STAYING QUALITIES

Our Successful Record Speaks for Itself.
Our Service COSTS the Same as Others'.
THE BEST is the CHEAPEST.

5—OFFICES—5

CHICAGO, 2 and 4 Sherman St. ST. LOUIS
KANSAS CITY MILWAUKEE MINNEAPOLISJ. K. HOOPER, ERVIN A. RICE, E. G. BROWN,
President. Vice-President. Secy-Treas.

HOOPER GRAIN CO.

OAT SHIPPERS

Postal Telegraph Bldg., Chicago

OPERATE ATLANTIC ELEVATOR AND GRAND TRUNK
WESTERN ELEVATORS, CHICAGO.

F. E. WINANS

Grain and Field Seeds Commission Merchant

BARLEY, OATS, WHEAT, CORN, RYE
TIMOTHY, CLOVER, FLAX, HUNGARIAN MILLET

6 SHERMAN STREET, CHICAGO

Write us freely on all matters pertaining to grain and field seeds.
Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

DECATUR



OUR BIDS ARE GOOD ONES.

PHILADELPHIA

L. F. MILLER & SONS,

RECEIVERS AND SHIPPERS OF

Grain, Feed, Seeds, Hay, Etc.

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention given to the handling of CORN AND OATS.

REFERENCES: Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

DENVER.

William Bierkamp, Jr.

Fred Faulkner

Colorado-Nebraska Grain & Hay Co.

508 McPhee Bldg.

DENVER, COLORADO

We solicit your consignments of grain and hay for this market. Prompt returns, liberal advances and the best of service.

REFERENCES:

Denver Stockyards Bank, any Bank in Denver—Mercantile Agencies.

GRAIN RECEIVERS

TOLEDO

C. A. KING & CO.

The Golden Rule grain and seed firm of Toledo. Try them on futures, grain, seeds and provisions, Toledo and Chicago. They give GOOD SERVICE. Send them your Toledo consignments of seeds and grain if you want TOP PRICES. Accept their bids. Since 1846 they have passed through panics, wars, floods and fires. Ask for their SPECIAL reports. Read Boy Solomon's sermons. Be friendly. Write occasionally

Frederick W. Rundell James E. Rundell
ESTABLISHED 1877

W. A. RUNDELL & CO. Grain and Seeds

CASH AND FUTURES

Consignments Solicited Ask for our Daily Grain Bids
Room No. 33 Produce Exchange, TOLEDO, O.

The J. J. Coon Grain Co.

GRAIN, SEEDS AND FEED

61 Produce Exchange
TOLEDO, OHIO

CONSIGNMENTS SOLICITED CASH AND FUTURES

Harry Cuddeback Grain Co.

GRAIN COMMISSION

OUR PERSONAL ATTENTION GIVEN CONSIGNMENTS

TOLEDO, OHIO

REYNOLDS BROS.

TOLEDO, O.

Buy and Sell Grain

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM F. W. JAEGER F. MAYER

ESTABLISHED 1879

J. F. ZAHM & CO.

GRAIN and SEEDS

TOLEDO, OHIO

Handling consignments and filling orders for futures

OUR SPECIALTY

SEND FOR OUR DAILY CIRCULAR; IT'S FREE

PEORIA

ESTABLISHED 1875

P. B. & C. C. MILES Grain Commission Merchants BUYERS AND SHIPPERS

36-37 Chamber of Commerce, PEORIA, ILL.

A. G. TYNG, Jr.

D. D. HALL

TYNG, HALL & CO. Grain and Commission Merchants

ROOMS 33 AND 35 CHAMBER OF COMMERCE

PEORIA, ILLINOIS

Van Tassell Grain Company

GRAIN COMMISSION MERCHANTS

BUYERS and SHIPPERS

43 AND 45 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

CINCINNATI

JNO. C. DROEGE, President ALFRED GOWLING, Treasurer A. W. MASTERTON, Secretary
PETER VAN LEUNEN, Vice-Pres't and Gen'l Mgr. E. FITZGERALD, Traffic Mgr

THE CINCINNATI GRAIN CO.

Incorporated Capital \$250,000

Receivers and Shippers of

GRAIN, HAY AND FEED

General Offices, Water & Walnut Cincinnati, O. Branches: Covington, Ky. Latonia, Ky.
Members National Grain Ass'n—National Hay Ass'n

FREMONT

Nye, Schneider, Fowler Co.

GRAIN DEALERS

Corn for Feeders. Milling wheat a specialty, both winter and spring. Write for samples and prices. Shipment via C. & N. W. R. R.

General Offices - - - FREMONT, NEB.

NEW YORK CITY

BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

CAIRO

H. L. Halliday Milling Co.

RECEIVERS AND SHIPPERS

CORN-WHEAT-OATS

CAIRO,

ILLINOIS

BUFFALO

W. E. TOWNSEND

A. T. WARD

TOWNSEND-WARD CO.

GRAIN COMMISSION

Buffalo, - - - New York

We solicit your consignments for Buffalo market

DUDLEY M. IRWIN

BARLEY

69-70-71 Chamber of Commerce

BUFFALO, N. Y.

INDIANAPOLIS

The

Bassett Grain Co.

INDIANAPOLIS

Telephones 80 Rooms 33 and 35 Board of Trade

W. J. RILEY

W. E. JARBOE

W. J. Riley & Co.

22 Board of Trade, Indianapolis, Indiana

Grain, Flour and Feed

Track bids made on application
We want your trade

Let us have your consignments
It will pay you to deal with us

NEW OR OLD PHONE 3434

BALTIMORE

LOUIS MÜLLER, Pres't. JOHN M. DENNIS, Vice-Pres't,
FERDINAND A. MEYER, Treas.

LOUIS MÜLLER CO.

Grain Receivers and Exporters
BALTIMORE, MD.

Members of the Baltimore Chamber of Commerce, Chicago
Board of Trade, St. Louis Merchants' Exchange, Grain
Dealers' National Association, Indiana Grain
Dealers' Association.

GEO. A. HAX

Established 1882

J. B. WM. HAX

G. A. HAX & CO.

GRAIN AND HAY COMMISSION

445 North Street, - - - Baltimore, Md.

MEMBERS: National Grain Dealers' Association
National Hay Association

LANCASTER

DO YOU REALIZE

That country trade always pays you
best in every way?

We work a large country business.
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

*There are three reasons why you should consider
the matter of installing a **HESS GRAIN DRIER**
NOW*

1st.—The acreage of corn planted is larger than ever. Its growth was retarded by late cold spells, and a very large proportion of the crop is sure to be immature and to require drying.

2nd.—The demand for HESS-DRIED CORN is larger than ever and still growing.

3rd.—The business now on hand and which will be contracted for in the near future will so fully employ our facilities that delays in filling late orders are sure to occur in spite of our best efforts.

Therefore if you would have us serve you, do not delay till you want to use your drier. Enter your order, to be filled whenever YOU SAY, and you will not be disappointed. Remember the last crop and how much you would have saved and made if you had bought a Hess Drier a year ago.

Our Ideal Driers (the carload-a-day size) are kept in stock and can be shipped at moment's notice.

Our Standard Driers require brick housings and six to ten weeks must be allowed to erect the buildings and install them.

FREE BOOKLET

Hess Warming & Ventilating Co.

910 Tacoma Building, CHICAGO

**KENYON
CORN CRUSHER
IMPROVED PROCESS**



**RAPID IN ACTION
DURABLE IN CONSTRUCTION**

MADE IN TWO SIZES

CAPACITY 60 TO 150 BUSHELS PER HOUR

BURGESS-NORTON MFG. Co.
GENEVA, ILLINOIS

J. A. HORN, Pres.

L. E. SIMPSON, Secy. and Treas.

THE CAPITAL CONSTRUCTION CO.

INCORPORATED, \$25,000.00

SUCCESSORS TO J. A. HORN

Designers and Builders of Grain Elevators, Warehouses and Mills of concrete, wood or steel. Full equipments furnished. Plans and specifications a specialty. We own and operate our own rock crushers and granite quarries.

Office, Bassett Building, Oklahoma City, Okla.

“ONE MOMENT”

WE positively will save you money and give you the best the market has to offer, if you will send us your orders. All we ask is a fair trial. Give us an opportunity to make you quotations on all your future wants for Machinery, Belting, Oils and Greases. Our line is the best and most complete. Grain Cleaners, Oat Clippers, Packers for every purpose and general elevator machinery. Automatic weighing Scales, Corn Shellers, Steam, Gas and Gasoline Engines, Boilers, Dynamos, Motors, Electric Lamps, Leather and Rubber Belting, continuous and batch Concrete Mixers. The largest and most complete line of Anti-Trust Pennsylvania cylinder and machine oils and greases. General and special machinery for every purpose. Let us know your wants.

NOTH - SHARP - SAILOR CO.,

1329-30 Monadnock Block

Local and long distance phone Harrison 5597

CHICAGO, ILL.

This is the season of the year when grain dealers are compelled to load old, dilapidated cars with grain

**The Loss by Leakage in Transit
Each Year is Enormous**

Save your grain and increase your profit by using
KENNEDY'S PAPER CAR-LINER. Cost \$1.30 per car.

FRED W. KENNEDY

SHELBYVILLE,

INDIANA

MACDONALD ENGINEERING CO.

ENGINEERS AND CONTRACTORS



**Builders of Grain Elevators
in Wood, Steel, Concrete or
Combination Materials.**

**549-51-52-53
Monadnock Building
CHICAGO, ILL.**

John S. Metcalf Co.

Builders of

Terminal Elevators

Concrete Storage Bins

Transfer Elevators

Drawings and Specifications

THE TEMPLE, CHICAGO

P. H. PELKEY

118 S. Lawrence Avenue - - WICHITA, KAN.

CONTRACTOR FOR

GRAIN ELEVATORS

ALSO

Full Stock of Elevator and Mill Supplies and Scales

Elwood's Grain Tables

Show the value of any number of bushels or pounds of
WHEAT, RYE, OATS, CORN or BARLEY
at any given price from 10 cents to \$2.00 per bushel.
One of the most useful books ever offered to millers.
Indorsed by prominent millers and grain dealers.
Bound in cloth, 200 pages. Mailed on receipt of price

\$1.25

MITCHELL BROS. CO., 315 Dearborn Street, Chicago, Ill.

Witherspoon-Englar Company

Designers and Builders of

FIREPROOF Grain Elevators



Cut shows H. W. Rogers & Bro.'s Elevator at Harvey, Ill. Operating house burned Sept. 30, 1905. Tile tanks, built by us, with contents were uninjured. This shows the advantages of hollow tile bin construction.

Designs and estimates promptly furnished
for all kinds of buildings for the handling
and storage of grain in any locality.

1244-1250 Monadnock Building, Chicago, Ill.

GRAIN PURIFYING

*Our owning all Patents covering the
Art of Purifying Grain guarantees pur-
chaser of a License ABSOLUTE PRO-
TECTION from infringement suits*

Now that this danger is entirely eliminated, let us talk business. You can't afford to do a grain business without a Purifier. We have the Purifiers to sell. We have letters from Eastern Commission firms stating this fact, "That an elevator without a purifier cannot compete with one that has." They know what they are talking about, as they do the selling of your grain direct to the consumer. Ask us about the work.

U. S. GRAIN PURIFIER CO.,

EARL PARK, INDIANA

James Stewart & Co.

CONTRACTORS

*Designers and builders of Grain Elevators
in all parts of the world.*

STEEL BRICK WOOD
CONCRETE TILE

Grain Elevator Department

1811 FISHER BUILDING

CHICAGO

W. R. SINKS, Mgr. R. H. FOLWELL, Engr.

We also do general contracting, and have offices in
the following cities;

Write or call on any of them:

CHICAGO, ILL., 1811 Fisher Bldg. ST. LOUIS, MO., Lincoln Trust Bldg.
NEW YORK, 130-137 Broadway NEW ORLEANS, LA., Hibernia Bank Bldg.
PITTSBURGH, PA., Westinghouse Bldg. LONDON, ENGLAND, Savoy Hotel

G. T. HONSTAIN

Successors to HONSTAIN BROS., Contractors and Builders of

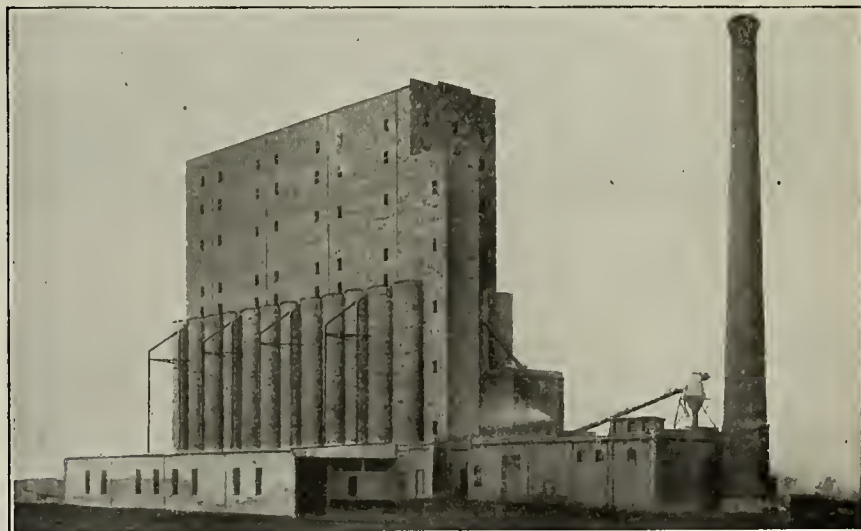
GRAIN ELEVATORS



Exchange Elevator built by G. T. Honstain, Minneapolis.
Fireproof storage capacity 250,000 bushels.
Working house capacity 150,000 bushels.

518 Corn Exchange Bldg.
MINNEAPOLIS, MINN.

Nebraska City & Ill. Ele. Co.
Chicago, 2,000,000
Bartlett, Frazier Co.
Chicago, 1,000,000
H. Rogers Co.
St. Louis, 500,000
F. H. Peavey & Co.
Minneapolis, 1,000,000
S. S. Linton & Co.
Minneapolis, 650,000
S. S. Linton & Co.
Minneapolis, 450,000
Interstate Grain Co.
Minneapolis, 500,000
City Elevator Co.
Minneapolis, 400,000
Security Grain Co.
Minneapolis, 400,000
Royal Milling Co.
Great Falls, Mont., 100,000
Jennison Bros.
Janesville, Minn., 100,000
Four hundred country elevators
from 10,000 to 50,000.



Not the Biggest Elevator in the World



BUT THE BEST

**Grain Elevators
of Fireproof Brick
Construction**

In Any Design

Write for Plans and Estimates

S. H. Tromanhauser

Room 3, Old Chamber of
Commerce Building

Minneapolis, - Minnesota

Riter-Conley Mfg. Co.,

Manufacturers,
Engineers,
Contractors.

Grain Elevators of Steel,

ALSO

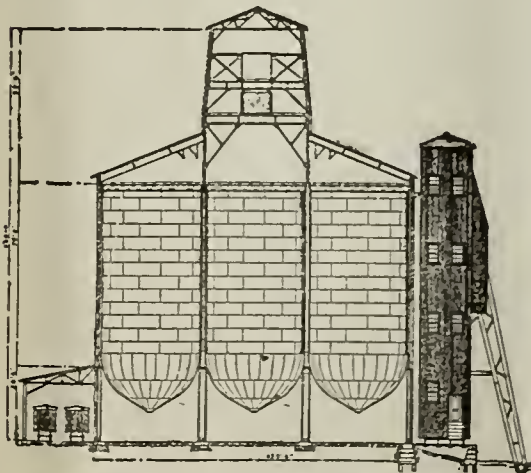
Gas Holders with Steel Tanks

**Water and Oil Tanks,
Steel Buildings,
Steel Stacks and
Steel Construction of
Every Description.**

Designed, Furnished and Erected
in All Parts of the World.

General Office, Water Street, Pittsburg.
New York Office, Trinity Building,
111 Broadway.

LONG-DISTANCE TELEPHONE CONNECTIONS



Cross-section of Great Northern Elevator furnished by
us at Buffalo, N. Y. Three million bushels' capacity.
Steel throughout.

Fireproof Grain Elevator

Recently completed for the Chicago, Burlington & Quincy
Railway Co. at Harlem (Kansas City), Missouri.

This elevator is of an entirely new type throughout, origi-
nated, designed and constructed by

The Barnett & Record Company

Engineers and General Contractors
MINNEAPOLIS, MINNESOTA



IT WON'T DO ANY GOOD TO STORM AROUND

If you find later in the season
that you haven't contracted for
your elevator,
Unless you have our representa-
tive call and see you.
You can save both time and
money by contracting with us

BURRELL ENGINEERING & CONSTRUCTION CO.
Room 1139-1140 Stock Exchange Bldg., Chicago

STEEL STORAGE and ELEVATOR CONSTRUCTION COMPANY BUFFALO N. Y.



Designers and Builders
of

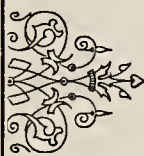
STEEL OR CONCRETE CONSTRUCTION

Drawings and Specifications

W. S. CLEVELAND & CO. Fireproof Construction a Specialty



ELEVATOR
BUILDERS



PLANS AND ESTIMATES FURNISHED

Telephone Main 1843

Corn Exchange,

MINNEAPOLIS

1898
1899
1900
1901
1902
1903
1904
1905
1906
1907

Gentlemen:—

These years I have devoted to designing and building Up-to-date, Modern Grain Elevators and Warehouses.

My work consists of Transfer Elevators, Line Elevators, Country Elevators. Grain Storage, Grain Driers and Purifiers, Remodeling and Repairs.

I am prepared to make your plans and specifications and have the men and equipment to erect your work Rapidly.

Your correspondence and contracts are earnestly solicited. Write for plans and estimates.

FRED FRIEDLINE

ELEVATOR BUILDER

253-261 La Salle St., Chicago, Illinois

L. BUEGE The Grain Elevator Builder

Who Builds Right Kind of Elevators at the
Right Kind of Price

306 BOSTON BLOCK, - MINNEAPOLIS, MINN.

American Machinery & Construction Co. 103 WEST WATER STREET - MILWAUKEE, WIS.

DESIGNERS AND
BUILDERS OF

GRAIN ELEVATORS

Manufacturers of Grain Cleaning Machinery, Elevator Machinery and Supplies

Phone
Monroe 1614

OLSON BROTHERS & CO.

ENGINEERS and CONTRACTORS

Grain Elevator Construction

Power Transmission

Elevating and Conveying Machinery

703-707 Bloomingdale Avenue

CHICAGO

The Seckner Company

745 Postal Telegraph Building, CHICAGO

Designers and Builders of Grain Elevators
Any Style or Capacity

Concrete Country Elevators Our Specialty
WRITE US

N. A. GRABILL

Contractor and Builder of

**MODERN COUNTRY
GRAIN ELEVATORS**

Get My Plans and Estimates

DALEVILLE

INDIANA

Get What You Contract For By Dealing With



**C. E. BIRD
& CO.**

Elevator
Builders

15 Years' Practical Experience

7 CORN EXCHANGE, MINNEAPOLIS, MINN.

STORAGE TANKS AND STEEL ELEVATORS WITH FULL EQUIPMENTS

Give us the opportunity to submit you plans and estimates. We can please you. Ask us for Catalogue "A" Twin City Corliss Engine and Catalogue "F" Elevator and Power Transmitting Machinery.

Minneapolis Steel & Machinery Co.
MINNEAPOLIS, MINN.



STORAGE TANKS, 52,000 BUSHELS CAPACITY EACH

Unless your ELEVATORS and GRAIN are safely and fully insured an unfortunate fire may wipe out the season's profits.

Land your balance on the "NET GAIN" side of the ledger by covering building and contents through the

Elevator Underwriters

Special rates,
Special terms
Special service

On Short Time Grain Insurance.

Wire your orders at our expense, and you will be safe.

U. S. EPPERSON

Attorney and Manager.

R. A. Long Bldg., Kansas City, Mo.

The Grain Shippers Mutual Fire Insurance Association

WRITES

Fire, Lightning and Tornado
Insurance on Grain Elevators

Risks in force, \$7,000,000.00
Losses paid to date, \$335,000.00

IF INTERESTED, ADDRESS

F. D. BABCOCK, Secretary
Ida Grove, Iowa

DUST! DUST! GIBB'S PATENT DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust and is the only reliable protector known. Perfect ventilation. Nickel-plated protector, \$1, postpaid. Circulars free. Agents Wanted.



GIBB'S RESPIRATOR CO.,
"B," 124 East Ave., Oak Park (Chicago), Ill

Elevators and Conveyers FOR SACKS, BARRELS, BOXES



Illustrated in Catalog No. 80. Mailed free with other

SPECIALTIES FOR MILLS

The Jeffrey Mfg. Co.

Columbus, Ohio, U. S. A.

New York Chicago Boston Denver

IT'S RESULTS THAT COUNT

The time has come when we no longer need depend upon argument to prove our case. Over six million dollars of elevator insurance written in four and one-half years by the



shows what the grain dealers think of the company. The complete policy contract, the satisfactory service and the low cost have merited the patronage given us.

ANY ELEVATOR OWNER WISHING
A PROPOSITION MADE HIM
SHOULD ADDRESS

C. A. McCOTTER, Secretary.

Millers' National Insurance Company

205 La Salle St.

CHICAGO, - - ILL.

CHARTERED 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CON-TENTS, on the Mutual Plan.

Five-Year Policies (or short term policies on grain, if required).

Semi-Annual Assessments, costing about one-half Stock Company rates.

No conflagration hazard.

Gross Assets. - - \$4,429,866.14
Net Cash Surplus - 848,660.89

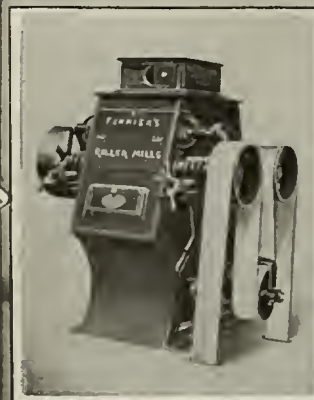
Insurance on Elevators and Grain!

26 Years of Successful Business

We Have--Paid Losses \$1,766,407.89. Total Assets \$2,211,030.03. Net Cash Surplus \$367,263.93.

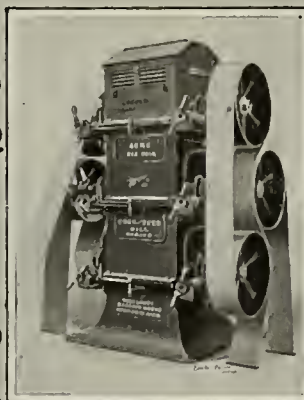
Michigan Millers Mutual Fire Insurance Co.
OF LANSING, MICHIGAN.

YPSILANTI MACHINE WORKS, YPSILANTI, MICH.

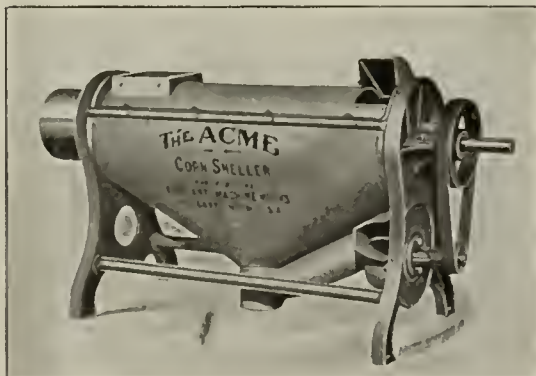


MILL BUILDERS
AND FURNISHERS

ACME CORN
AND FEED MILLS
4 AND 6 ROLLS.



Rolls Reground and Recorrugated.
Send for Catalog and Prices.



IMPORTERS — OF — BOLTING CLOTH

ELEVATOR, FEED MILL AND
BUCKWHEAT MACHINERY.
PLANS FURNISHED IF DESIRED

DESIGNER AND BUILDER OF

MODERN GRAIN ELEVATORS

Prompt attention given to all classes of elevator work.
Correspondence solicited.

JNO. F. ROESER,

Exeter, Neb.

MILLERS MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

ALTON, ILL.

Wrote... \$5,348,463.75 insurance last year
Paid \$110,724.14 in losses last year
Added..... \$24,230.30 to surplus last year
Assessed only 45% of basis rates last year

If you want the best of insurance at the lowest cost, write to us.

Insurance in force..... \$10,158,139.43
Face value of notes..... 1,451,877.89
Cash assets 300,148.96

D. R. SPARKS, President A. R. McKINNEY, Secretary

CHICAGO AGENT

M. W. FUGIT, 740 National Life Building

MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

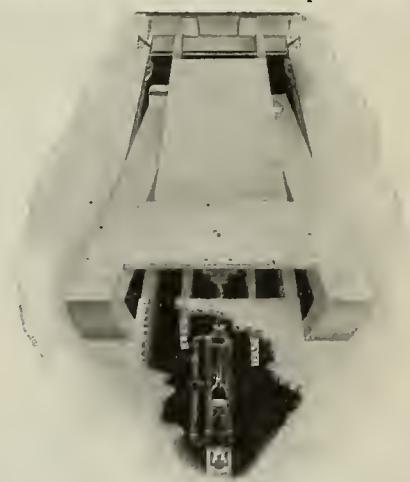
Insures Flour Mills, Elevators and Warehouses at actual cost. Net Cash Assets, \$218,020.94. Losses Paid, \$1,179,097.88.

Saved to Policy Holders,
\$1,622,157.48

ORGANIZED 1875

J. G. SHARP, Secretary

Reliance Automatic Dump Controller



This device is the only Automatic dump controller on the market that requires neither hand nor power to operate.

It causes the dump to settle down easily without the least jar or jerk and prevents accident to wagon or team.

This device is a small cylinder filled with cold tested oil in which travels a piston which is attached to the front end of the dump. The motion of the dump is controlled by the forcing of this oil through a regulating valve, which can be adjusted to suit operator.

Equip your dumps with them and avoid accident in the handling of the coming crops.

Shipped on trial to responsible parties.

Write us for particulars and price.

RELIANCE CONSTRUCTION CO.

625 Board of Trade Bldg., Indianapolis, Ind.

Do You Buy Supplies? Do You Make Repairs?

You certainly do both.

Our business is to furnish these Supplies and to do Repair Work.

We always have a most complete stock of

ELEVATOR AND MILL SUPPLIES

Power and Transmission Machinery

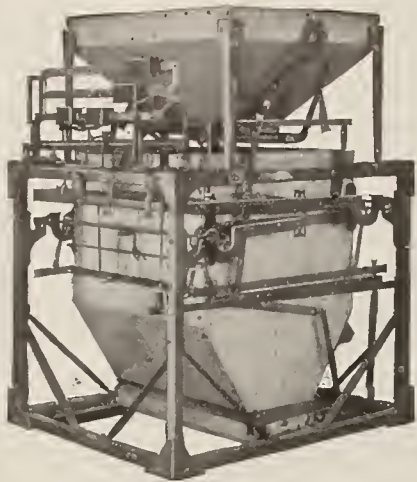
We do all kinds of repairing and employ expert mechanics to

Repair Gasoline Engines

We Ask Your Patronage. Write Us.

Globe Machinery & Supply Co.
DES MOINES, IOWA

SIMPLICITY
The Scale that Weighs Accurately
 DURABILITY



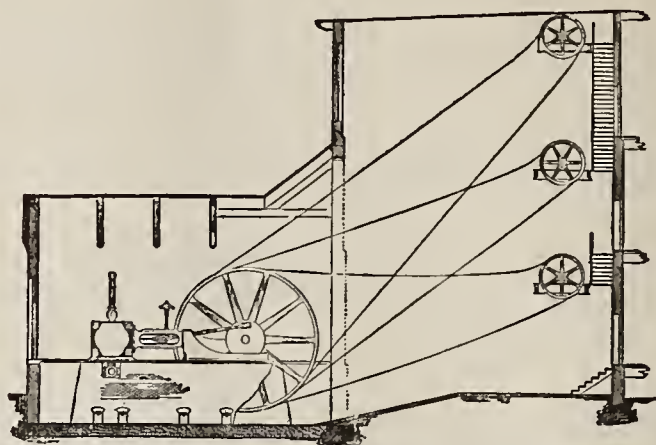
is the scale you are looking for.
 WHY look farther when this is
 guaranteed in the McLeod?
 Write for particulars TODAY.

McLeod Automatic Scale Co.

Office and Factory, Peru, Ill.

ACCURACY

EFFICIENCY



Where power is to be distributed to the various floors of a mill from a main engine, no known method compares in cheapness, efficiency and final economy with "American" Rope Drives.

The accompanying diagram shows a typical main engine drive where 30 to 40 ropes, for example, on the engine flywheel are led in groups of 10 to 15 to the different floors. This plan eliminates jack shafts, vertical belts, etc., with their friction and slippage losses of power, and is, in addition, the most economical and reliable form of drive known to modern engineering.

It will pay you to study the possibilities of rope driving as discussed in our 64-page "Blue Book of Rope Transmission." Copies free.

The American Manufacturing Co.

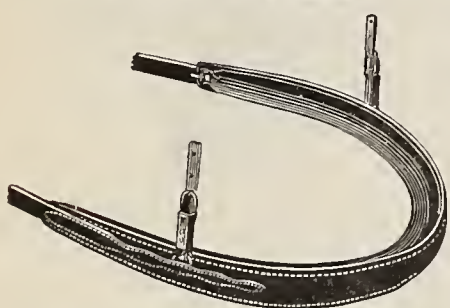
Manila, Sisal and Jute Cordage

65 Wall Street,

NEW YORK CITY

Chicago, J. D. BRYAN, Selling Agt., 85 Kinzie St.

FOR SALE.

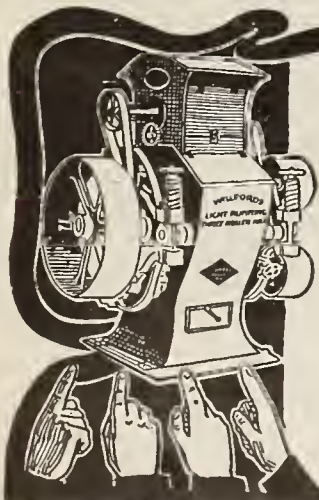


U. S. and Canadian patents issued August and December, 1906, on Pneumatic Breast Straps. Best horse saver ever invented. Apply to patentee, John R. Burkholder, shipper of grain, feed hay, straw, etc., Lancaster Pa.

**CLEVELAND ELEVATOR
 BUCKET CO.,** Manufacturers of the
 "FULLER" PATENT STEEL
ELEVATOR BUCKETS



Suitable for Mills, Elevators, Ear Corn, Cobs, Clay, Ores, Broken Stone, Coal, Sand and other extra heavy substances. General Office and Works: 225 St. Clair St., Cleveland, O., U. S. A.



4 GOOD POINTERS

ON THE

Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

Write for Circulars and Prices.

WILLFORD MANUFACTURING CO.,

303 3d St. South, - MINNEAPOLIS, MINN.

Philosophy of Protective Paint

A practical treatise on the subject of protective paint by a practical paint man. Write for free copy No. 17B.

Joseph Dixon Crucible Co., Jersey City, N. J.

Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.

GRAIN RECEIVERS

CHICAGO

A. L. SOMERS, Pres. CHAS. A. JONES, Sec'y and Treas.

SOMERS, JONES & CO.
(Incorporated)

COMMISSION MERCHANTS

82 Board of Trade Bldg., CHICAGO
GRAIN AND FIELD SEEDS

CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY
SOLICITED. :: LIBERAL ADVANCES ON CONSIGNMENTS

BUFFALO ALBANY BOSTON

E. W. ELMORE
Grain Buyer and Shipper

Operating the Interior Elevator at South Bend, Ind.
617 Postal Telegraph Building. CHICAGO

William H. Lake Jno. A. Rodgers Edw. P. McKenna

W. H. LAKE & CO.

Commission Merchants
Grain, Provisions, Stocks

50 Board of Trade - - CHICAGO

MEMBERS: Chicago Board of Trade; New York Produce Exchange; St. Louis Merchants' Exchange; Minneapolis Chamber of Commerce.

ESTABLISHED 1852

T. D. RANDALL & CO.

COMMISSION MERCHANTS
HAY, GRAIN AND FLOUR

92 Board of Trade Bldg., CHICAGO

J. C. Shaffer & Co.

Buyers and Shippers
— of Grain —

240 La Salle St. Chicago

E. W. BAILEY & CO.
Commission Merchants

GRAIN, SEEDS AND
PROVISIONS

72 Board of Trade, CHICAGO

ARMOUR GRAIN CO.
GRAIN DEALERS

Consignments solicited. This
department is fully equipped
in every way to give the very
best service in Chicago.

205 La Salle St. CHICAGO

FREEMAN BROS. & CO.

Successors to H. H. FREEMAN & CO.

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

Correspondence and Consignments 66 BOARD OF TRADE
Solicited. Market Reports on
Application. CHICAGO, ILL.

CHICAGO

Consign and Place Your Future
Orders with

Rosenbaum Brothers

Commission Merchants

77 Board of Trade, Chicago

H. M. PAYNTER

GRAIN COMMISSION

Special attention given consignments of grain
and seeds.

Orders in futures carefully executed.

700-718 Royal Insurance Bldg., Chicago.

All business transacted through and confirmed
by H. W. Rogers & Bro.

H. W. ROGERS, Pres. J. C. ROGERS, Vice-Pres.
C. J. HURLBUT, Secy. and Treas.

ROGERS GRAIN COMPANY

(Incorporated)

Buyers, Shippers and Exporters of

GRAIN

Elevator proprietors on Illinois Central and other
Railroad Systems.

Main Office: 700-701 Royal Insurance Bldg., Chicago

WRIGHT, BOGERT & CO.
COMMISSION MERCHANTS

Correspondence and Consignments Solicited
Orders for future delivery carefully executed

Screenings and Mill Feed

306-308 Postal Telegraph Building

CHICAGO

WARNER & WILBUR,
GENERAL COMMISSION
MERCHANTS

CONSIGNMENTS AND ORDERS IN FUTURES SOLICITED

417 and 419 Royal Insurance Building

Established 1879 CHICAGO, ILL.

HULBURD, WARREN & CHANDLER

Stock Brokers and Commission
Merchants, Grain and Provisions

Business Solicited in any Department. Receiving,
Shipping, Futures.

212-214 La Salle St., CHICAGO

WHITE & RUMSEY GRAIN CO.
SHIPPERS

Owners and operators Prairie State Transfer
Elevator at Kankakee, Ill.

97 Board of Trade, CHICAGO

**POPE AND
ECKHARDT CO.,**
COMMISSION MERCHANTS

GRAIN
SEEDS
PROVISIONS

317-321 Western Union Building.
CHICAGO.

WILLIAM J. POPE, Pres.
W. N. ECKHARDT, Secy.

CHICAGO

C. H. Thayer & Co.

CONSERVATIVE

BUSINESS METHODS

STAYING QUALITIES

Our Successful Record Speaks for Itself.
Our Service COSTS the Same as Others'.
THE BEST is the CHEAPEST.

5—OFFICES—5

CHICAGO, 2 and 4 Sherman St. ST. LOUIS
KANSAS CITY MILWAUKEE MINNEAPOLIS

J. K. HOOPER, ERVIN A. RICE, E. G. BROWN,
President. Vice-President. Secy-Treas.

HOOPER GRAIN CO.

OAT SHIPPERS

Postal Telegraph Bldg., Chicago

OPERATE ATLANTIC ELEVATOR AND GRAND TRUNK
WESTERN ELEVATORS, CHICAGO.

F. E. WINANS

Grain and Field Seeds Commission Merchant

BARLEY, OATS, WHEAT, CORN, RYE
TIMOTHY, CLOVER, FLAX, HUNGARIAN MILLET

6 SHERMAN STREET, CHICAGO

Write us freely on all matters pertaining to grain and field seeds.
Your questions fully and cheerfully answered; particular attention
paid to timothy seed and grain by sample. Consignments
and speculative orders receive our careful personal attention.

DECATUR



OUR BIDS ARE GOOD ONES.

PHILADELPHIA

L. F. MILLER & SONS,

RECEIVERS AND SHIPPERS OF

Grain, Feed, Seeds, Hay, Etc.

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention given to the
handling of CORN AND OATS.

REFERENCES: Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

DENVER.

William Bierkamp, Jr.

Fred Faulkner

Colorado-Nebraska Grain & Hay Co.

508 McPhee Bldg.

DENVER, COLORADO

We solicit your consignments of grain and hay for this market. Prompt
returns, liberal advances and the best of service.

REFERENCES:

Denver Stockyards Bank, any Bank in Denver—Mercantile Agencies.

GRAIN RECEIVERS

TOLEDO

C. A. KING & CO.

The Golden Rule grain and seed firm of Toledo. Try them on futures, grain, seeds and provisions, Toledo and Chicago. They give GOOD SERVICE. Send them your Toledo consignments of seeds and grain if you want TOP PRICES. Accept their bids. Since 1846 they have passed through panics, wars, floods and fires. Ask for their SPECIAL reports. Read Boy Solomon's sermons.
Be friendly. Write occasionally

Frederick W. Rundell James E. Rundell
ESTABLISHED 1877
W. A. RUNDALL & CO.
Grain and Seeds
CASH AND FUTURES
Consignments Solicited Ask for our Daily Grain Bids
Room No. 33 Produce Exchange, TOLEDO, O.

The J. J. Coon Grain Co.
GRAIN, SEEDS AND FEED
61 Produce Exchange
TOLEDO, OHIO

CONSIGNMENTS SOLICITED CASH AND FUTURES

Harry Cuddeback Grain Co.
GRAIN COMMISSION

OUR PERSONAL ATTENTION GIVEN CONSIGNMENTS
TOLEDO, OHIO

REYNOLDS BROS.
TOLEDO, O.

Buy and Sell Grain

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM F. W. JAEGER F. MAYER
ESTABLISHED 1879
J. F. ZAHM & CO.
GRAIN and SEEDS
TOLEDO, OHIO

Handling consignments and filling orders for futures
OUR SPECIALTY
SEND FOR OUR DAILY CIRCULAR; IT'S FREE

PEORIA

ESTABLISHED 1875

P. B. & C. C. MILES
Grain Commission Merchants
BUYERS AND SHIPPERS

36-37 Chamber of Commerce, PEORIA, ILL.

A. G. TYNG, Jr. D. D. HALL

TYNG, HALL & CO.
Grain and Commission Merchants

ROOMS 33 AND 35 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

Van Tassell Grain Company
GRAIN COMMISSION MERCHANTS

BUYERS and SHIPPERS
43 AND 45 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

CINCINNATI

JNO. C. DROEGE, ALFRED GOWLING, A. W. MASTERTON,
President Treasurer Secretary
PETER VAN LEUNEN, E. FITZGERALD,
Vice-Pres't and Gen'l Mgr. Traffic Mgr

THE CINCINNATI GRAIN CO.

Incorporated Capital \$250,000

Receivers and Shippers of

GRAIN, HAY AND FEED

General Offices, Water & Walnut Cincinnati, O. Branches } Covington, Ky.
} Latonia, Ky.
Members National Grain Ass'n—National Hay Ass'n

FREMONT

Nye, Schneider, Fowler Co.

GRAIN DEALERS

Corn for Feeders. Milling wheat a specialty,
both winter and spring. Write for samples
and prices. Shipment via C. & N. W. R. R.

General Offices - - - FREMONT, NEB.

NEW YORK CITY

BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN
COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

CAIRO

H. L. Halliday Milling Co.

RECEIVERS AND SHIPPERS

CORN-WHEAT-OATS

CAIRO, ILLINOIS

BUFFALO

W. E. TOWNSEND

A. T. WARD

TOWNSEND-WARD CO.

GRAIN COMMISSION

Buffalo, - - - New York

We solicit your consignments for Buffalo market

DUDLEY M. IRWIN
BARLEY

69-70-71 Chamber of Commerce

BUFFALO, N. Y.

INDIANAPOLIS

The
Bassett Grain Co.

INDIANAPOLIS

Telephones 80 Rooms 33 and 35 Board of Trade

W. J. RILEY

W. E. JARBOE

W. J. Riley & Co.

22 Board of Trade, Indianapolis, Indiana

Grain, Flour and FeedTrack bids made on application
We want your tradeLet us have your consignments
It will pay you to deal with us

NEW OR OLD PHONE 3434

BALTIMORE

LOUIS MÜLLER, Pres't. JOHN M. DENNIS, Vice-Pres't,
FERDINAND A. MEYER, Treas.

LOUIS MÜLLER CO.

Grain Receivers and Exporters
BALTIMORE, MD.

Members of the Baltimore Chamber of Commerce, Chicago
Board of Trade, St. Louis Merchants' Exchange, Grain
Dealers' National Association, Indiana Grain
Dealers' Association.

GEO. A. HAX

Established 1882

J. B. WM. HAX

G. A. HAX & CO.**GRAIN AND HAY COMMISSION**

445 North Street, - - - Baltimore, Md.

MEMBERS: National Grain Dealers' Association
National Hay Association

LANCASTER

DO YOU REALIZE

That country trade always pays you
best in every way?

We work a large country business.
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

*There are three reasons why you should consider the matter of installing a **HESS GRAIN DRIER***

NOW

1st.—The acreage of corn planted is larger than ever. Its growth was retarded by late cold spells, and a very large proportion of the crop is sure to be immature and to require drying.

2nd.—The demand for HESS-DRIED CORN is larger than ever and still growing.

3rd.—The business now on hand and which will be contracted for in the near future will so fully employ our facilities that delays in filling late orders are sure to occur in spite of our best efforts.

Therefore if you would have us serve you, do not delay till you want to use your drier. Enter your order, to be filled whenever YOU SAY, and you will not be disappointed. Remember the last crop and how much you would have saved and made if you had bought a Hess Drier a year ago.

Our Ideal Driers (the carload-a-day size) are kept in stock and can be shipped at moment's notice.

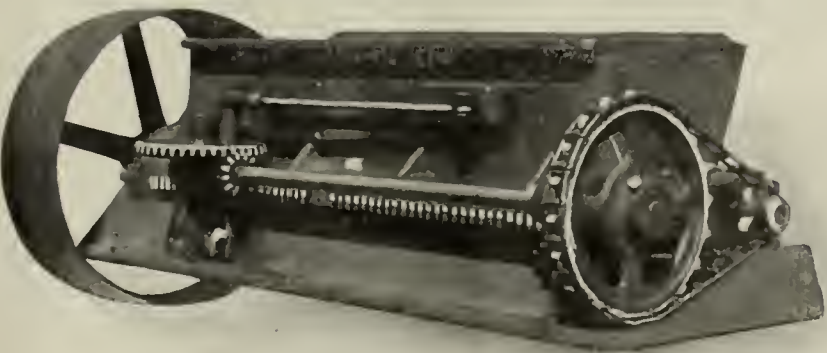
Our Standard Driers require brick housings and six to ten weeks must be allowed to erect the buildings and install them.

FREE BOOKLET

Hess Warming & Ventilating Co.

910 Tacoma Building. CHICAGO

**KENYON
CORN CRUSHER
IMPROVED PROCESS**



**RAPID IN ACTION
DURABLE IN CONSTRUCTION**

MADE IN TWO SIZES

CAPACITY 60 TO 150 BUSHELS PER HOUR

BURGESS-NORTON MFG. CO.
GENEVA, ILLINOIS

J. A. HORN, Pres.

L. E. SIMPSON, Secy. and Treas.

THE CAPITAL CONSTRUCTION CO.

INCORPORATED, \$25,000.00

SUCCESSORS TO J. A. HORN

Designers and Builders of Grain Elevators, Warehouses and Mills of concrete, wood or steel. Full equipments furnished. Plans and specifications a specialty. We own and operate our own rock crushers and granite quarries.

Office, Bassett Building, Oklahoma City, Okla.

“ONE MOMENT”

WE positively will save you money and give you the best the market has to offer, if you will send us your orders. All we ask is a fair trial. Give us an opportunity to make you quotations on all your future wants for Machinery, Belting, Oils and Greases. Our line is the best and most complete. Grain Cleaners, Oat Clippers, Packers for every purpose and general elevator machinery. Automatic weighing Scales, Corn Shellers, Steam, Gas and Gasoline Engines, Boilers, Dynamos, Motors, Electric Lamps, Leather and Rubber Belting, continuous and batch Concrete Mixers. The largest and most complete line of Anti-Trust Pennsylvania cylinder and machine oils and greases. General and special machinery for every purpose. Let us know your wants.

NOTH - SHARP - SAILOR CO.,

1329-30 Monadnock Block

Local and long distance phone Harrison 5597

CHICAGO, ILL.

This is the season of the year when grain dealers are compelled to load old, dilapidated cars with grain

**The Loss by Leakage in Transit
Each Year is Enormous**

Save your grain and increase your profit by using
KENNEDY'S PAPER CAR-LINER. Cost \$1.30 per car.

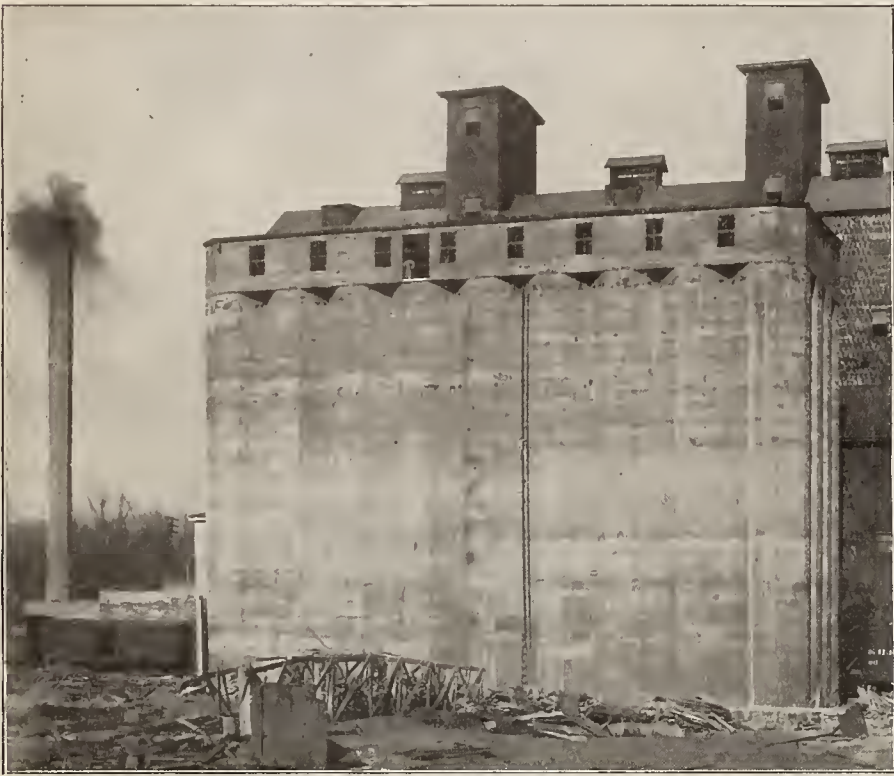
FRED W. KENNEDY

SHELBYVILLE,

INDIANA

MACDONALD ENGINEERING CO.

ENGINEERS AND CONTRACTORS



**Builders of Grain Elevators
in Wood, Steel, Concrete or
Combination Materials.**

549-51-52-53
Monadnock Building
CHICAGO, ILL.

John S. Metcalf Co.

Builders of

Terminal Elevators

Concrete Storage Bins

Transfer Elevators

Drawings and Specifications

THE TEMPLE, CHICAGO

P. H. PELKEY

118 S. Lawrence Avenue - - WICHITA, KAN.

CONTRACTOR FOR

GRAIN ELEVATORS

ALSO

Full Stock of Elevator and Mill Supplies and Scales

Elwood's Grain Tables

Show the value of any number of bushels or pounds of
WHEAT, RYE, OATS, CORN or BARLEY
at any given price from 10 cents to \$2.00 per bushel.
One of the most useful books ever offered to millers.
Indorsed by prominent millers and grain dealers.
Bound in cloth, 200 pages. Mailed on receipt of price

\$1.25

MITCHELL BROS. CO., 315 Dearborn Street, Chicago, Ill.

Witherspoon-Englar Company

Designers and Builders of

FIREPROOF Grain Elevators



Cut shows H. W. Rogers & Bro.'s Elevator at Harvey, Ill. Operating house burned Sept. 30, 1905. Tile tanks, built by us, with contents were uninjured. This shows the advantages of hollow tile bin construction.

Designs and estimates promptly furnished
for all kinds of buildings for the handling
and storage of grain in any locality.

1244-1250 Monadnock Building, Chicago, Ill.

GRAIN PURIFYING

*Our owning all Patents covering the
Art of Purifying Grain guarantees pur-
chaser of a License ABSOLUTE PRO-
TECTION from infringement suits*

Now that this danger is entirely eliminated, let us talk business. You can't afford to do a grain business without a Purifier. We have the Purifiers to sell. We have letters from Eastern Commission firms stating this fact, "That an elevator without a purifier cannot compete with one that has." They know what they are talking about, as they do the selling of your grain direct to the consumer. Ask us about the work.

U. S. GRAIN PURIFIER CO.,

EARL PARK, INDIANA

James Stewart & Co.

CONTRACTORS

*Designers and builders of Grain Elevators
in all parts of the world.*

STEEL BRICK WOOD
CONCRETE TILE

Grain Elevator Department

1811 FISHER BUILDING

CHICAGO

W. R. SINKS, Mgr.

R. H. FOLWELL, Engr.

We also do general contracting, and have offices in
the following cities;

Write or call on any of them:

CHICAGO, ILL., 1811 Fisher Bldg.

ST. LOUIS, MO., Lincoln Trust Bldg.

NEW YORK, 130-137 Broadway

NEW ORLEANS, LA., Hibernia Bank Bldg.

PITTSBURGH, PA., Westinghouse Bldg. LONDON, ENGLAND, Savoy Hotel

G. T. HONSTAIN

Successors to HONSTAIN BROS., Contractors and Builders of

GRAIN ELEVATORS



Exchange Elevator built by G. T. Honstain, Minneapolis.
Fireproof storage capacity 250,000 bushels.
Working house capacity 150,000 bushels.

518 Corn Exchange Bldg.
MINNEAPOLIS, MINN.

Nebraska City & Ill. Ele. Co.

Chicago, 2,000,000

Bartlett, Frazier Co.

Chicago, 1,000,000

H. Rogers Co.

St. Louis, 500,000

F. H. Peavey & Co.

Minneapolis, 1,000,000

S. S. Linton & Co.

Minneapolis, 650,000

S. S. Linton & Co.

Minneapolis, 450,000

Interstate Grain Co.

Minneapolis, 500,000

City Elevator Co.

Minneapolis, 400,000

Security Grain Co.

Minneapolis, 400,000

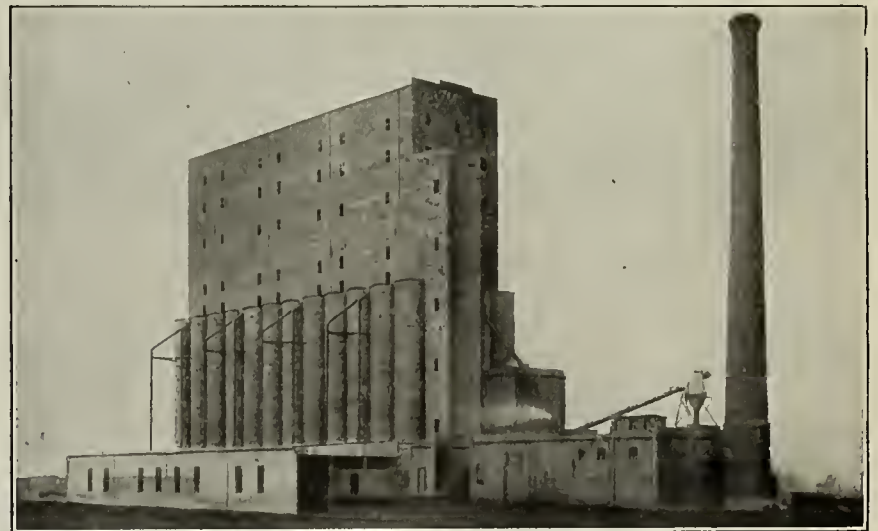
Royal Milling Co.

Great Falls, Mont., 100,000

Jennison Bros.

Janesville, Minn., 100,000

Four hundred country elevators from 10,000 to 50,000.



Not the Biggest Elevator in the World



BUT THE BEST

**Grain Elevators
of Fireproof Brick
Construction**

In Any Design

Write for Plans and Estimates

S. H. Tromanhauser

Room 3, Old Chamber of
Commerce Building

Minneapolis, - Minnesota

Riter-Conley Mfg. Co.,

Manufacturers,
Engineers,
Contractors.

Grain Elevators of Steel,

ALSO

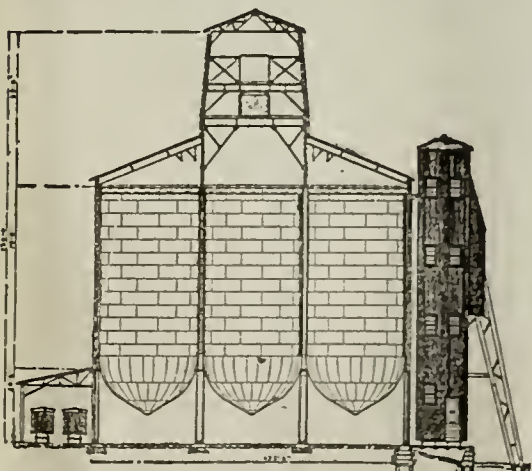
Gas Holders with Steel Tanks

**Water and Oil Tanks,
Steel Buildings,
Steel Stacks and
Steel Construction of
Every Description.**

Designed, Furnished and Erected
in All Parts of the World.

General Office, Water Street, Pittsburg.
New York Office, Trinity Building,
111 Broadway.

LONG-DISTANCE TELEPHONE CONNECTIONS



Cross-section of Great Northern Elevator furnished by
us at Buffalo, N. Y. Three million bushels' capacity.
Steel throughout.

Fireproof Grain Elevator

Recently completed for the Chicago, Burlington & Quincy
Railway Co. at Harlem (Kansas City), Missouri.

This elevator is of an entirely new type throughout, origi-
nated, designed and constructed by

The Barnett & Record Company

Engineers and General Contractors
MINNEAPOLIS, MINNESOTA



**IT WON'T DO ANY GOOD
TO STORM AROUND**

If you find later in the season
that you haven't contracted for
your elevator,
Unless you have our representa-
tive call and see you.
You can save both time and
money by contracting with us

BURRELL ENGINEERING & CONSTRUCTION CO.
Room 1139-1140 Stock Exchange Bldg., Chicago

STEEL STORAGE and ELEVATOR CONSTRUCTION COMPANY BUFFALO N. Y.



Designers and Builders
of

STEEL OR CONCRETE CONSTRUCTION

Drawings and Specifications

W. S. CLEVELAND & CO. Fireproof Construction a Specialty

ELEVATOR
BUILDERS

PLANS AND ESTIMATES FURNISHED

Telephone Main 1843

Corn Exchange,

MINNEAPOLIS

1898
1899
1900
1901
1902
1903
1904
1905
1906
1907

Gentlemen:—

These years I have devoted to designing and building Up-to-date, Modern Grain Elevators and Warehouses.

My work consists of Transfer Elevators, Line Elevators, Country Elevators, Grain Storage, Grain Driers and Purifiers, Remodeling and Repairs.

I am prepared to make your plans and specifications and have the men and equipment to erect your work Rapidly.

Your correspondence and contracts are earnestly solicited. Write for plans and estimates.

FRED FRIEDLINE

ELEVATOR BUILDER.

253-261 La Salle St., Chicago, Illinois

L. BUEGE The Grain Elevator Builder

Who Builds Right Kind of Elevators at the
Right Kind of Price

306 BOSTON BLOCK, MINNEAPOLIS, MINN.

American Machinery & Construction Co.
103 WEST WATER STREET MILWAUKEE, WIS.

DESIGNERS AND BUILDERS OF **GRAIN ELEVATORS**

Manufacturers of Grain Cleaning Machinery, Elevator Machinery and Supplies

Phone
Monroe 1614

OLSON BROTHERS & CO.

ENGINEERS and CONTRACTORS

Grain Elevator Construction

Power Transmission

Elevating and Conveying Machinery

703-707 Bloomingdale Avenue

CHICAGO

The Seckner Company

745 Postal Telegraph Building, CHICAGO

Designers and Builders of Grain Elevators
Any Style or Capacity

Concrete Country Elevators Our Specialty

WRITE US

N. A. GRABILL

Contractor and Builder of

**MODERN COUNTRY
GRAIN ELEVATORS**

Get My Plans and Estimates

DALEVILLE

INDIANA

Get What You Contract For By Dealing With



**C. E. BIRD
& CO.**

Elevator
Builders

15 Years' Practical Experience

7 CORN EXCHANGE, MINNEAPOLIS, MINN.

STORAGE TANKS AND STEEL ELEVATORS WITH FULL EQUIPMENTS

Give us the opportunity to submit you plans and estimates. We can please you. Ask us for Catalogue "A" Twin City Corliss Engine and Catalogue "F" Elevator and Power Transmitting Machinery.

Minneapolis Steel & Machinery Co.
MINNEAPOLIS, MINN.



STORAGE TANKS, 52,000 BUSHELS CAPACITY EACH

Unless your ELEVATORS and GRAIN are safely and fully insured an unfortunate fire may wipe out the season's profits.

Land your balance on the "NET GAIN" side of the ledger by covering building and contents through the

Elevator Underwriters

Special rates,
Special terms
Special service

On Short Time Grain Insurance.

Wire your orders at our expense, and you will be safe.

U. S. EPPERSON

Attorney and Manager.

R. A. Long Bldg., Kansas City, Mo.

The Grain Shippers Mutual Fire Insurance Association

WRITES

Fire, Lightning and Tornado
Insurance on Grain Elevators

Risks in force, \$7,000,000.00
Losses paid to date, \$335,000.00

IF INTERESTED, ADDRESS

F. D. BABCOCK, Secretary
Ida Grove, Iowa

DUST! DUST!



GIBB'S PATENT DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust and is the only reliable protector known. Perfect ventilation. Nickel-plated protector, \$1, postpaid. Circulars free. Agents Wanted.

GIBB'S RESPIRATOR CO.,

"B," 124 East Ave., Oak Park (Chicago), Ill

Elevators and Conveyers FOR SACKS, BARRELS, BOXES



Illustrated in Catalog No. 80. Mailed free with other

SPECIALTIES FOR MILLS

The Jeffrey Mfg. Co.

Columbus, Ohio, U. S. A.

New York Chicago Boston Denver

IT'S RESULTS THAT COUNT

The time has come when we no longer need depend upon argument to prove our case. Over six million dollars of elevator insurance written in four and one-half years by the



shows what the grain dealers think of the company. The complete policy contract, the satisfactory service and the low cost have merited the patronage given us.

ANY ELEVATOR OWNER WISHING
A PROPOSITION MADE HIM
SHOULD ADDRESS

C. A. McCOTTER, Secretary.

Millers' National Insurance Company

205 La Salle St.

CHICAGO, - - ILL.

CHARTERED 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CON-TENTS, on the Mutual Plan.

Five-Year Policies (or short term policies on grain, if required).

Semi-Annual Assessments, costing about one-half Stock Company rates.

No conflagration hazard.

Gross Assets. - - \$4,429,866.14
Net Cash Surplus - 848,660.89

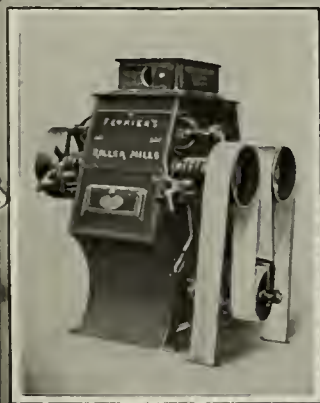
Insurance on Elevators and Grain!

26 Years of Successful Business

We Have--Paid Losses \$1,766,407.89. Total Assets \$2,211,030.03. Net Cash Surplus \$367,263.93.

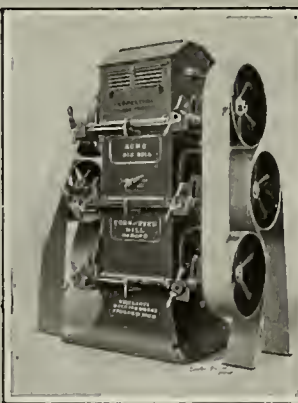
Michigan Millers Mutual Fire Insurance Co.
OF LANSING, MICHIGAN.

YPSILANTI MACHINE WORKS, YPSILANTI, MICH.

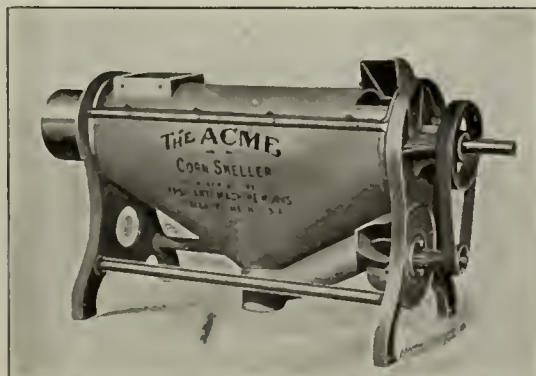


MILL BUILDERS
AND FURNISHERS

ACME CORN
AND FEED MILLS
4 AND 6 ROLLS.



Rolls Reground and Recorrugated.
© Send for Catalog and Prices. ©



IMPORTERS — OF — BOLTING CLOTH

ELEVATOR, FEED MILL AND
BUCKWHEAT MACHINERY.
PLANS FURNISHED IF DESIRED

DESIGNER AND BUILDER OF MODERN GRAIN ELEVATORS

Prompt attention given to all classes of elevator work.
Correspondence solicited.

JNO. F. ROESER,

Exeter, Neb.

MILLERS MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

ALTON, ILL.

Wrote... \$5,348,463.75 insurance last year
Paid \$110,724.14 in losses last year
Added..... \$24,230.30 to surplus last year
Assessed only 45% of basis rates last year

If you want the best of insurance at the lowest cost, write to us.

Insurance in force..... \$10,158,139.43
Face value of notes..... 1,451,877.89
Cash assets 300,148.96

D. R. SPARKS, President A. R. McKINNEY, Secretary

CHICAGO AGENT

M. W. FUGIT, 740 National Life Building

MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

Insures Flour Mills, Elevators and Warehouses at actual cost. Net Cash Assets, \$218,020.94. Losses Paid, \$1,179,097.88.

Saved to Policy Holders,
\$1,622,157.48

ORGANIZED 1875

J. G. SHARP, Secretary

Reliance Automatic Dump Controller



This device is the only Automatic dump controller on the market that requires neither hand nor power to operate.

It causes the dump to settle down easily without the least jar or jerk and prevents accident to wagon or team.

This device is a small cylinder filled with cold tested oil in which travels a piston which is attached to the front end of the dump. The motion of the dump is controlled by the forcing of this oil through a regulating valve, which can be adjusted to suit operator.

Equip your dumps with them and avoid accident in the handling of the coming crops.

Shipped on trial to responsible parties.

Write us for particulars and price.

RELIANCE CONSTRUCTION CO.

625 Board of Trade Bldg., Indianapolis, Ind.

Do You Buy Supplies? Do You Make Repairs?

You certainly do both.

Our business is to furnish these Supplies and to do Repair Work.

We always have a most complete stock of

ELEVATOR AND MILL SUPPLIES

Power and Transmission Machinery

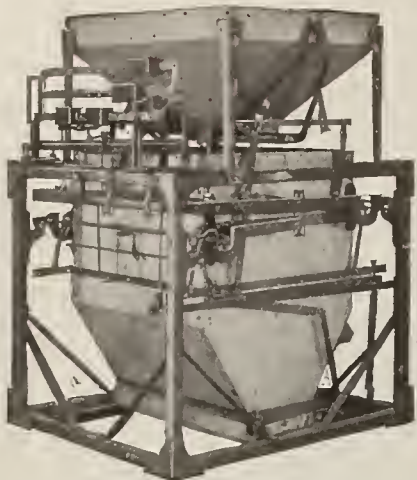
We do all kinds of repairing and employ expert mechanics to

Repair Gasoline Engines

We Ask Your Patronage. Write Us.

Globe Machinery & Supply Co.
DES MOINES, IOWA

SIMPLICITY
The Scale that Weighs Accurately
 DURABILITY



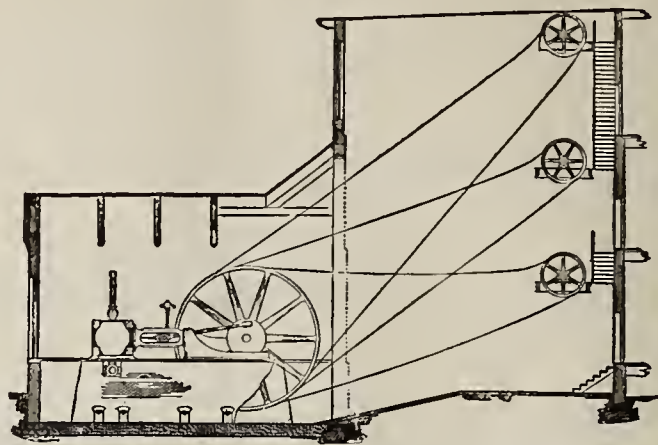
is the scale you are looking for.
 WHY look farther when this is
 guaranteed in the McLeod?
 Write for particulars TODAY.

McLeod Automatic Scale Co.

Office and Factory, Peru, Ill.

ACCURACY

EFFICIENCY



Where power is to be distributed to the various floors of a mill from a main engine, no known method compares in cheapness, efficiency and final economy with "American" Rope Drives.

The accompanying diagram shows a typical main engine drive where 30 to 40 ropes, for example, on the engine flywheel are led in groups of 10 to 15 to the different floors. This plan eliminates jack shafts, vertical belts, etc., with their friction and slippage losses of power, and is, in addition, the most economical and reliable form of drive known to modern engineering.

It will pay you to study the possibilities of rope driving as discussed in our 64-page "Blue Book of Rope Transmission." Copies free.

The American Manufacturing Co.

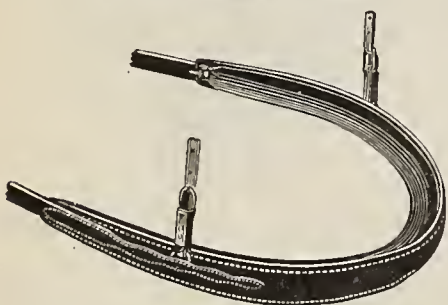
Manila, Sisal and Jute Cordage

65 Wall Street,

NEW YORK CITY

Chicago, J. D. BRYAN, Selling Agt., 85 Kinzie St.

FOR SALE.



U. S. and Canadian patents issued August and December, 1906, on Pneumatic Breast Straps. Best horse saver ever invented. Apply to patentee, John R. Burkholder, shipper of grain, feed hay, straw, etc., Lancaster Pa

**CLEVELAND ELEVATOR
 BUCKET CO.,** Manufacturers of the
 "FULLER" PATENT STEEL
ELEVATOR BUCKETS



Suitable for Mills, Elevators, Ear Corn, Cobs, Clay, Ores, Broken Stone, Coal, Sand and other extra heavy substances. General Office and Works: 225 St. Clair St., Cleveland, O., U. S. A.

Progressive Grain Men

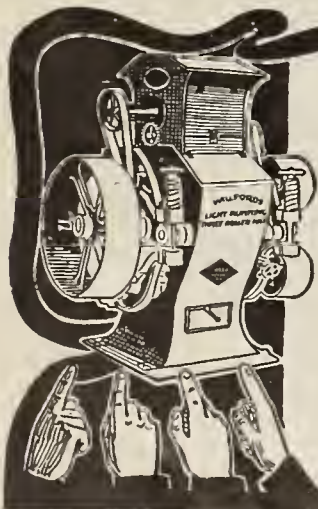
Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.



4 GOOD POINTERS

ON THE

Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

Write for Circulars and Prices.

WILLFORD MANUFACTURING CO.,

303 3d St. South, - MINNEAPOLIS, MINN.

Philosophy of Protective Paint

A practical treatise on the subject of protective paint by a practical paint man. Write for free copy No. 17B.

Joseph Dixon Crucible Co., Jersey City, N. J.

We warrant the machine to do the work to your satisfaction.



COMBINED GRAIN CLEANER and PNEUMATIC CAR LOADER

will clean and load your grain at the same time. The conveying is done by compressed air; cannot possibly crack or mill it. The grain is subjected to a heavy pressure of air every minute you are loading.

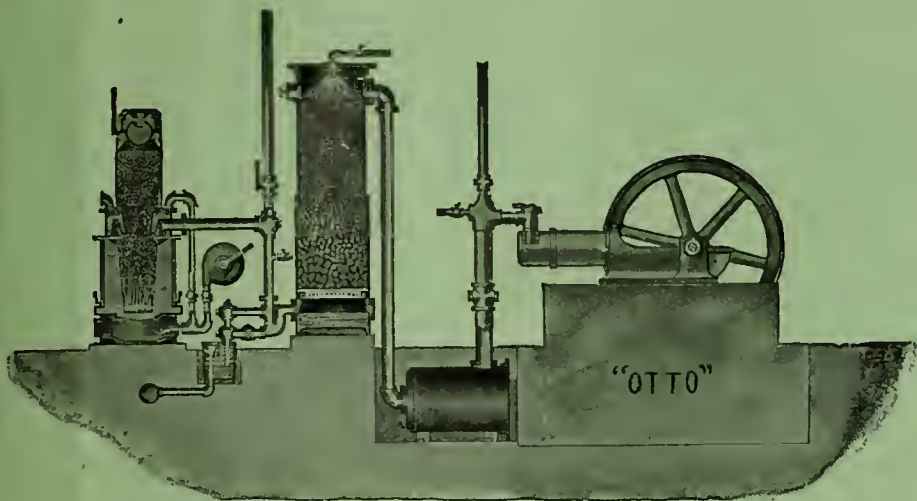
Decatur, Ill., Aug. 27th, 1900.
MATTOON GRAIN CONVEYOR CO.,
Mattoon, Illinois.

Gentlemen: Enclosed we hand you check for the Car Loader at Moweaqua, Ill., which Mr. Moberly advises us is entirely satisfactory, and is loading grain faster than you claimed.

Yours truly,
EVENS ELEVATOR CO.
This company installed their second Pneumatic Loader on Feb. 28th, 1907, at Radford, Ill., which Mr. Evens reports entirely satisfactory.

For Descriptive Circulars and Prices, Write Mattoon Grain Conveyor Co., Mattoon, Ill.

Every Miller Is Interested In This



CHARLES MIX COUNTY MILLING CO.
Flour, Feed, Millstuffs and Grain

Otto Gas Engine Works, Philadelphia, Pa.

Gentlemen:

We have been using one of your No. 4 gas producers and a No. 11 gas engine for the past six months running our 80-barrel flour mill and our elevator in connection with the mill. We run 12 hours every day and use about 600 pounds of anthracite pea coal for the 12-hour run. The engine and producer work easy and with very little attention. It is the cheapest running power plant we know of. We can start our feed mill any time when we are running flour mill at full capacity and grind from 15 to 20 bushels of feed per hour, and the engine takes the extra load without any perceptible difference in the work of mill or engine. We are well pleased with the power plant.

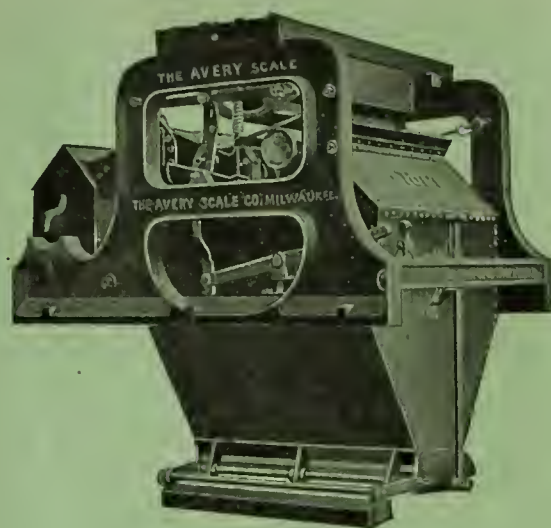
Yours very truly,
Charles Mix Co. Milling Co.

The words reliability, economy and satisfaction mean something when applied to "OTTO" engines and producers.

THE OTTO GAS ENGINE WORKS.

PHILADELPHIA, PA.

PLATTE, SO. DAKOTA
Jan. 20, 1906



AVERY SCALE

FOR GRAIN AND FLOUR

AVERY AUTOMATIC SCALES

Are Recommended by ALL Who Know Them

Write for Catalog K to

Avery Scale Co.

NORTH MILWAUKEE, WIS.

BRANCHES:

1500 Fisher Bldg., CHICAGO, ILL. 703 23d St., ROCK ISLAND, ILL.
225 Board of Trade, KANSAS CITY, MO. 307 S. 3d St., MINNEAPOLIS, MINN.
Flatau Bldg., DALLAS, TEXAS

SEEDS

THE ALBERT DICKINSON CO.

DEALERS IN

GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS, PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.
CHICAGO, ILL. BRANCH: MINNEAPOLIS, MINN.

Elwood's Grain Tables

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price

\$1.25

MITCHELL BROS. CO., 315 Dearborn St., Chicago, Ill.



J. B. DUTTON'S Patent Automatic Grain Scale.

FOR USE IN

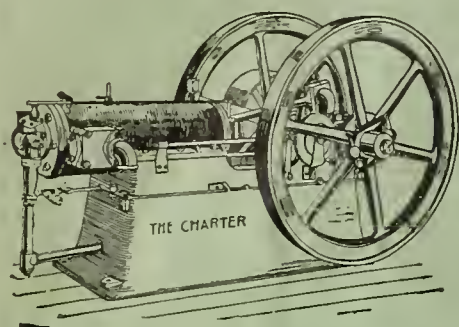
ELEVATORS, DISTILLERIES, MALT HOUSES, FLOUR MILLS, ETC.

ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL. SEND FOR CIRCULAR AND PRICE LIST.

Address

J. B. DUTTON, 1026 and 1028 Scotten Ave., DETROIT, MICH.

The Reliable **CHARTER**



Stationaries
Portables
Pumping Outfits
Hoisters
Sawing Outfits
Boat Attachments
Dynamo Outfits

CONSTANT USE SINCE WORLD'S FAIR YEAR—STILL DOING GOOD WORK.

Charter Gas Engine Co., Sterling, Ill.

Grayville, Ill., May 20, 1907.

GENTLEMEN:—The 8 H. P. Charter bought of you in 1893 is still in the elevator at Seigert's and is still doing good work, though we have kept adding machinery until the load is too much for it to pull all at one time.

Yours truly,
SEIGERT BROS.

Send for Catalogue

State Your Power Needs

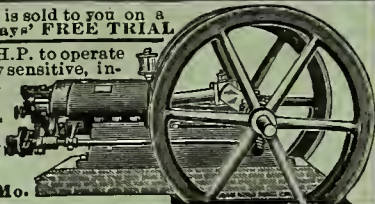
CHARTER GAS ENGINE CO.

400 LOCUST STREET,

STERLING, ILL.

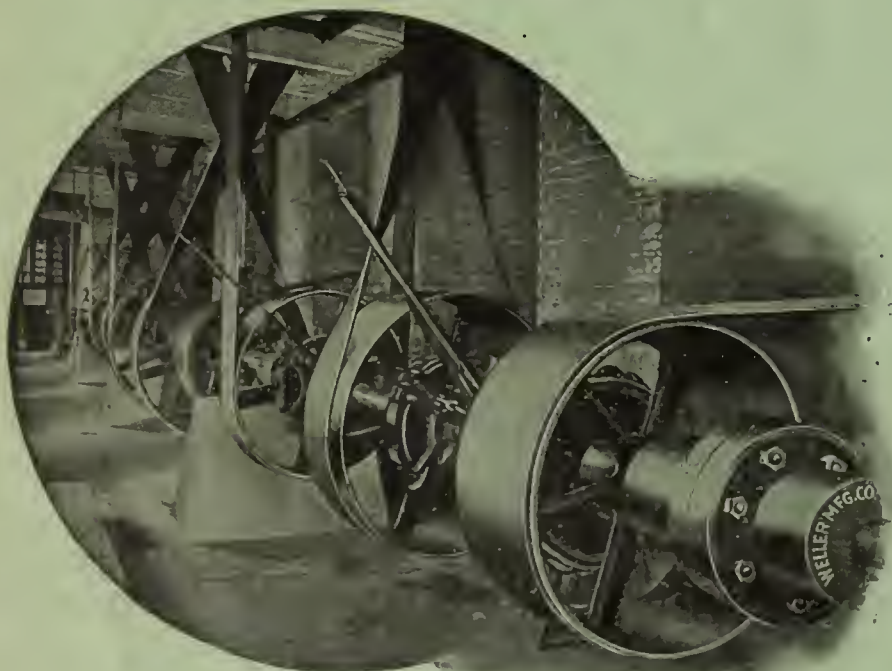
YOU TAKE NO RISK

When you **WITTE** Gas or **ENGINE** for it is sold to you on a 30 Days' FREE TRIAL. Buy a **WITTE** Gas or **ENGINE** Stationary, Portable, Pumping or Hoisting Engine, 1½ to 40 H.P. to operate on any commercial gas or liquid fuel. Our Governor is very sensitive, insuring perfect regulation; our Electric Igniter, the greatest success. Entire construction for safety, strength and efficient working. Does any work any power will do on farm, ranch or plantation, and does it cheaper and better than any other power. The perfected result of 30 years' experience. Gas Engines shipped immediately from Chicago or Kansas City. Write for Catalogue 'T' **WITTE IRON WORKS CO., 343 W. 6th St., Kansas City, Mo.**



Weller Improved Friction Clutches

Thousands of Them in Use Throughout the Country



A line of Weller Improved Friction Clutches installed in the Government mint at New Orleans.

MODERN GRAIN ELEVATOR MACHINERY

SEND FOR NO. 18-C CATALOG

WELLER MFG. CO., CHICAGO, ILL.

Webster Machinery

For GRAIN ELEVATORS
and FLOUR MILLS



Spouting Floor of 2,000,000-bushel Grain Elevator

We manufacture complete and up-to-date equipments and have furnished many of the largest elevators in the country with our specialties. Write for Catalog No. 30.

WEBSTER M'F'G CO.

1075-1111 W. 15th St., Chicago

NEW YORK: 88-90 Reade St. PITTSBURG: Empire Bldg. PHILADELPHIA: Penna. Bldg.

YOU'LL BE ARRESTED

For maintaining a nuisance unless you **ARREST** the dust at your elevator.

My collector is at your service. Write for particulars.

H. L. DAY, 1122-1126 Yale Place, Minneapolis, Minn.

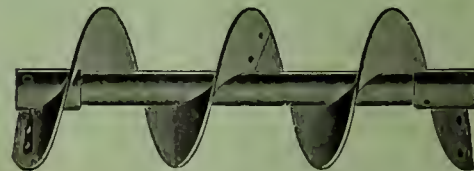


M. & L. Conveyors
Salem Buckets
Steel Grain Buckets
Steel Corn Buckets
Tin Mill Buckets

Moore & Lorenz Co.,

814-822 Fulton Street,
CHICAGO, ILL.

MANUFACTURERS



Elevator Bolts
Elevator Boots
Turn Heads
Flexible Spouts
Steel Spouting

SAFETY CUT-OFF AND ALARM MACHINES.

Send for Catalog and Prices.

Our Goods are the Best on the Market.



EVANS PATENT MOTOR ATTACHMENT

For Elevator Leg Drives

Can be attached to any standard motor and used with Gear, Rope or Belt Drive. Will positively prevent leg from hacking and choking when power is off, and enables motor to start with full load in the leg.

Prevents Delays and Accidents

All motors driving Elevator Legs should be equipped with this device. Send for descriptive circular and prices.

SCOTT F. EVANS, Minneapolis, Minn